WC 87-A-46

1987
Census of Wholesale Trade

WC87-A-46

GEOGRAPHIC AREA SERIES

Vermont

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This report was prepared in the Business Division. **Bobby E. Russell,** Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble,** Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker, John L. Vignali, Steven L. Barron, Jack R. Drago,** and **Benjamin T. Stephens.**

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

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Issued July 1989

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INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

Census of Retail Trade
Census of Wholesale Trade
Census of Service Industries
Census of Transportation
Census of Manufactures
Census of Mineral Industries
Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.[1] It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

[1]Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000[2] and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.[2] Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.[3] [4]
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.[2] [3] For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.[2]

[2]According to 1980 Census of Population or subsequent special census.

[3]Those defined as of January 1, 1987.

[4]See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

-	Represents zero.
(D)	Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.
(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.
CMSA	Consolidated Metropolitan Statistical Area.
MSA	Metropolitan Statistical Area.
n.e.c.	Not elsewhere classified.
PMSA	Primary Metropolitan Statistical Area.
pt.	Part.
r	Revised.
SIC	Standard Industrial Classification.

Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
GEOGRAPHIC AREAS											
The State	X	X	X	X						X	X
CMSA's and MSA's in the State								X			
PMSA's in the State								X			
Area of the State not in any CMSA, PMSA, or MSA									X		
Counties in the State					X		[1]X				X
Places in the State					[2]X	[1]X				[2]X	
DATA ITEMS[3]											
Establishments	X		[4]X	[4]X	[5]X	[5]X	[5]X	[5]X	[5]X		
Sales	X		[4]X	[4]X	[5]X	[5]X	[5]X	[5]X	[5]X	X	X
Annual Payroll	X		[4]X	[4]X	[6]X	[6]X	[6]X	[6]X	[6]X		
First quarter payroll	X			[4]X							
Paid employees for pay period including March 12, 1987	X		[4]X	[4]X	[6]X	[6]X	[6]X	[6]X	[6]X		
Inventories	X			[4]X							
Operating expenses	X			[4]X							
1982 to 1987 comparative statistics (sales, payroll)			[4]X								
Sales per establishment		X									
Sales per employee		X									
Annual payroll per employee		X									
Annual payroll as a percent of operating expenses		X									
Employees per establishment		X									
Operating expenses as a percent of sales		X									
End-of-year inventories as a percent of sales		X									
Counties ranked by volume of sales											X
Places ranked by volume of sales										[2]X	

[1]Includes areas with 200 wholesale establishments or more.
[2]Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.
[3]See Explanation of Terms, appendix A.
[4]Based on 1972 Standard Industrial Classification.
[5]Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."
[6]Presented for total and merchant wholesalers only.

Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales ($1,000)	Payroll ($1,000)	Number of employees	Inventories ($1,000)	Operating expenses ($1,000)	Commodity line sales ($1,000)	Sales size and employment size[1]	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
GEOGRAPHIC AREA SERIES											
United States	X	X	X	X	X	X					
State	X	X	X	X	X	X					
CMSA, PMSA, MSA	X	X	X	X							
County	X	X	X	X							
Place	X	X	X	X							
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States	X	X	[2]X	[2]X	[2]X	[2]X		X	X		
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States[2]		X	X		X	X			X		[3]X
COMMODITY LINE SALES											
United States	X	X					X				
State[4]	X	X					X				
CMSA[4]	X	X					X				
MISCELLANEOUS SUBJECTS											
United States	X	X	X	X	X	X				X	[5]X
State										X	
County										X	

[1]Establishments and firms.
[2]Merchandise wholesalers only.
[3]Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.
[4]Available on microfiche only.
[5]Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

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6.	Summary Statistics for Places With 200 Establishments or More: 1987	--
7.	Summary Statistics for Counties With 200 Establishments or More: 1987	22
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Publication Program ..... Inside back cover

-- Not applicable for this report.

SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 Vermont's 978 wholesale establishments had sales totaling $2.8 billion. In 1982, 840 wholesalers had sales of $1.9 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 892 establishments and sales of $2.6 billion; followed by manufacturers' sales branches and offices, with 39 establishments and sales of $164 million; and agents and brokers, with 47 establishments and sales of $63 million.

Annual payroll of all wholesalers in the State amounted to $205 million, compared to $126 million for 1982. In 1987, merchant wholesalers accounted for $190 million, followed by manufacturers' sales branches and offices with $11.7 million and agents and brokers with $2.6 million.

Paid employees engaged in wholesale trade in the State totaled 10,243 as of mid-March 1987 compared to 8,753 in 1982. Merchant wholesalers were the largest employers in 1987, with 9,557 employees; followed by manufacturers' sales branches and offices, with 517 employees; and agents and brokers, with 169 employees.

Payroll per employee averaged $20.0 thousand for all wholesalers; $19.9 thousand for merchant wholesalers; $22.7 thousand for manufacturers' sales branches and offices; and $15.6 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 14.8 percent in 1982 to 16.0 percent in 1987. The percentage for merchant wholesalers was up from 15.9 percent to 16.2 percent for the same period, while manufacturers' sales branches and offices were up from 10.0 percent to 15.8 percent, and agents and brokers were up from 4.2 percent to 8.8 percent.

Sales by petroleum bulk stations and terminals in 1987 accounted for 7.0 percent of the State's total sales by all wholesalers, other leading wholesale kinds-of-business in 1987 were sporting and recreational goods wholesalers, with 6.2 percent and dairy products wholesalers with 5.4 percent.

Sales per establishment for all wholesalers in 1987 averaged $2.9 million per establishment, up from $1.9 million in 1982. Dairy products wholesalers averaged the highest of $10.2 million per establishment, followed by petroleum bulk stations and terminals $9.9 million; and tobacco and tobacco products wholesalers $9.5 million.

Sales per employee for all wholesalers in the State averaged $276 thousand in 1987. There was a wide variance by kind of business ranging from a high of $771 thousand for printing and writing paper wholesalers, to a low of $74.3 thousand for used motor vehicle parts wholesalers.

Windham county led all counties in the State, accounting for 22.5 percent of total sales by wholesalers. Brattleboro town had the largest sales among all places in the State, accounting for 22.0 percent.

Figure 1. **State Map**

VERMONT - Metropolitan Statistical Area, Counties, and Selected Places

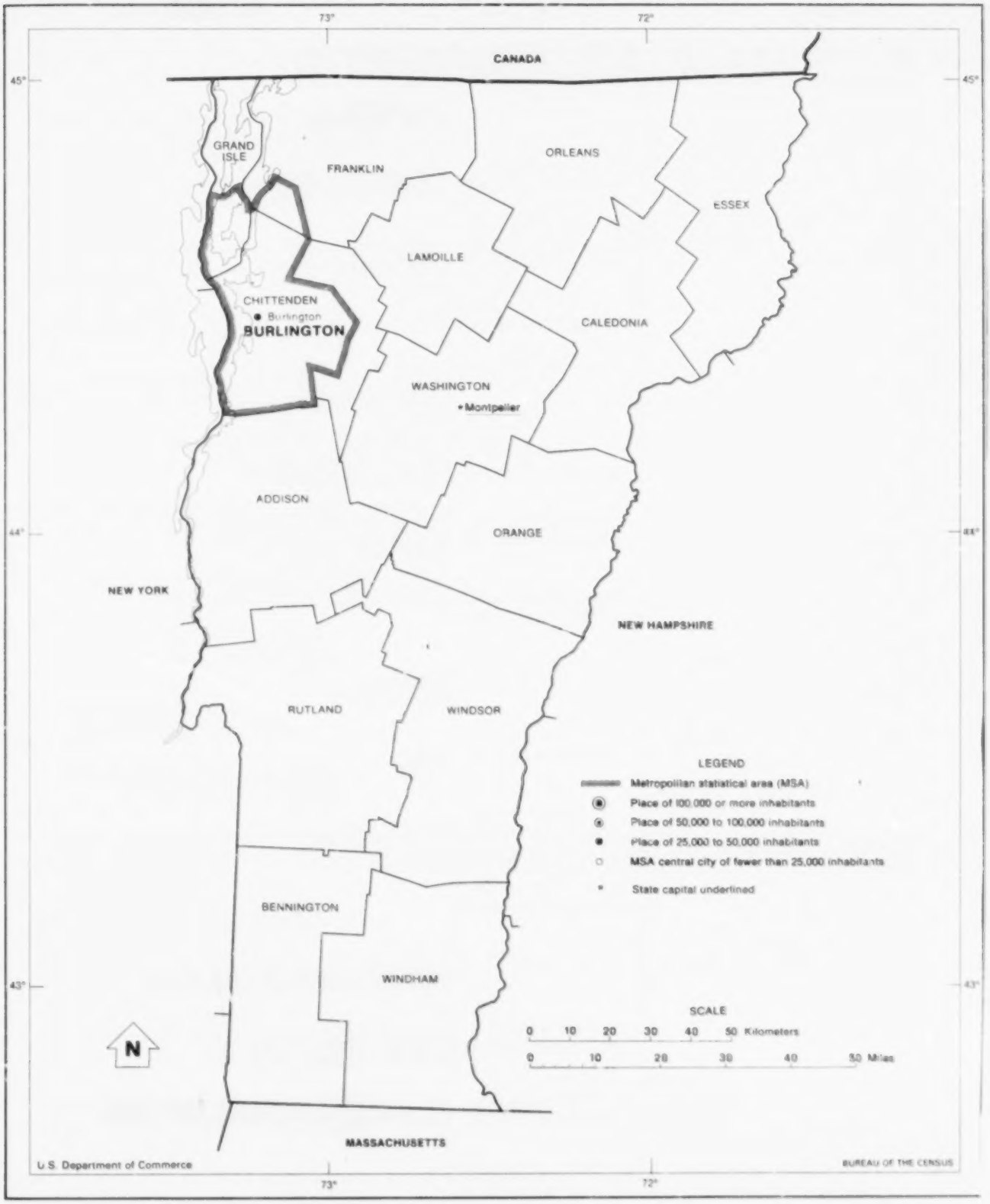
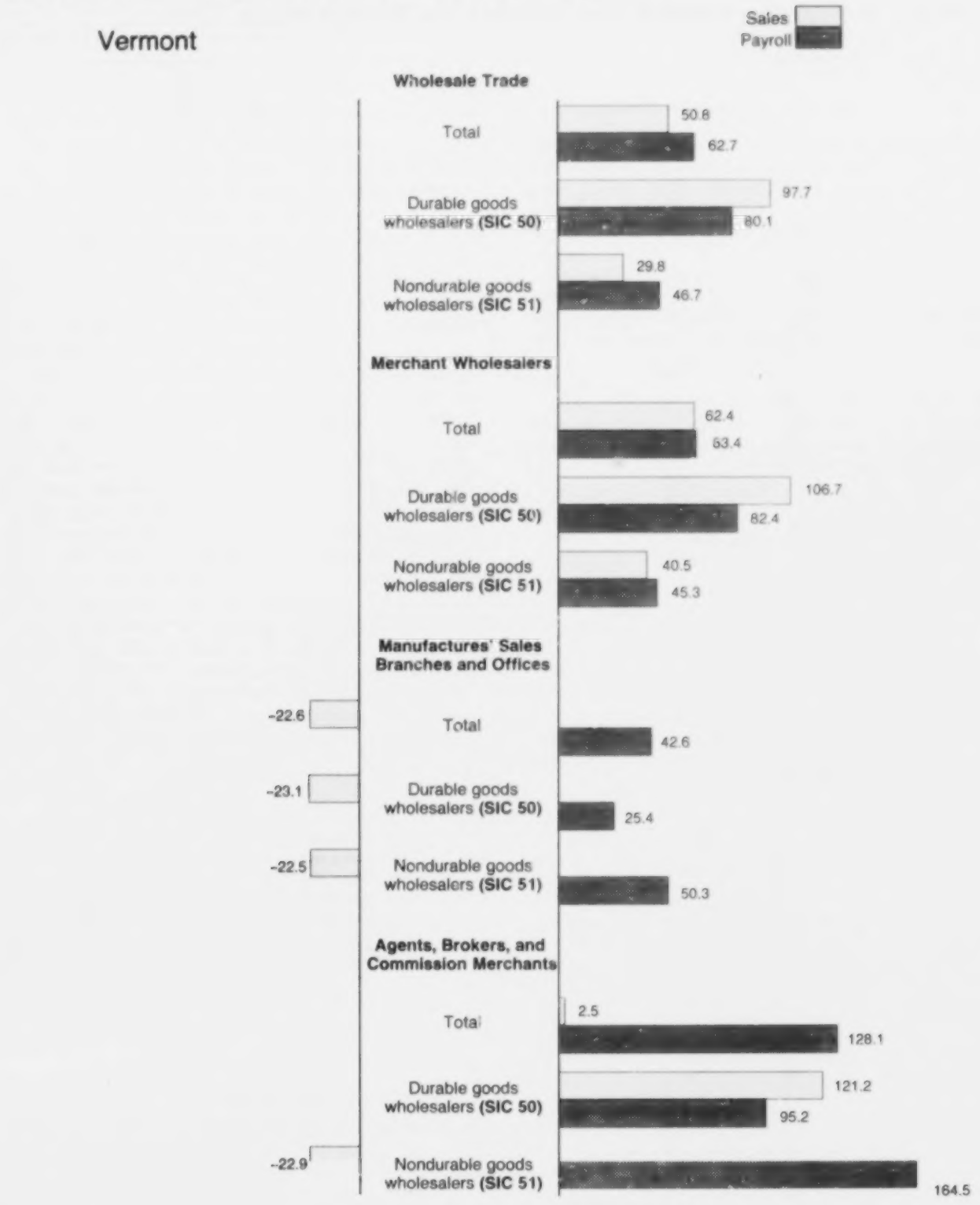
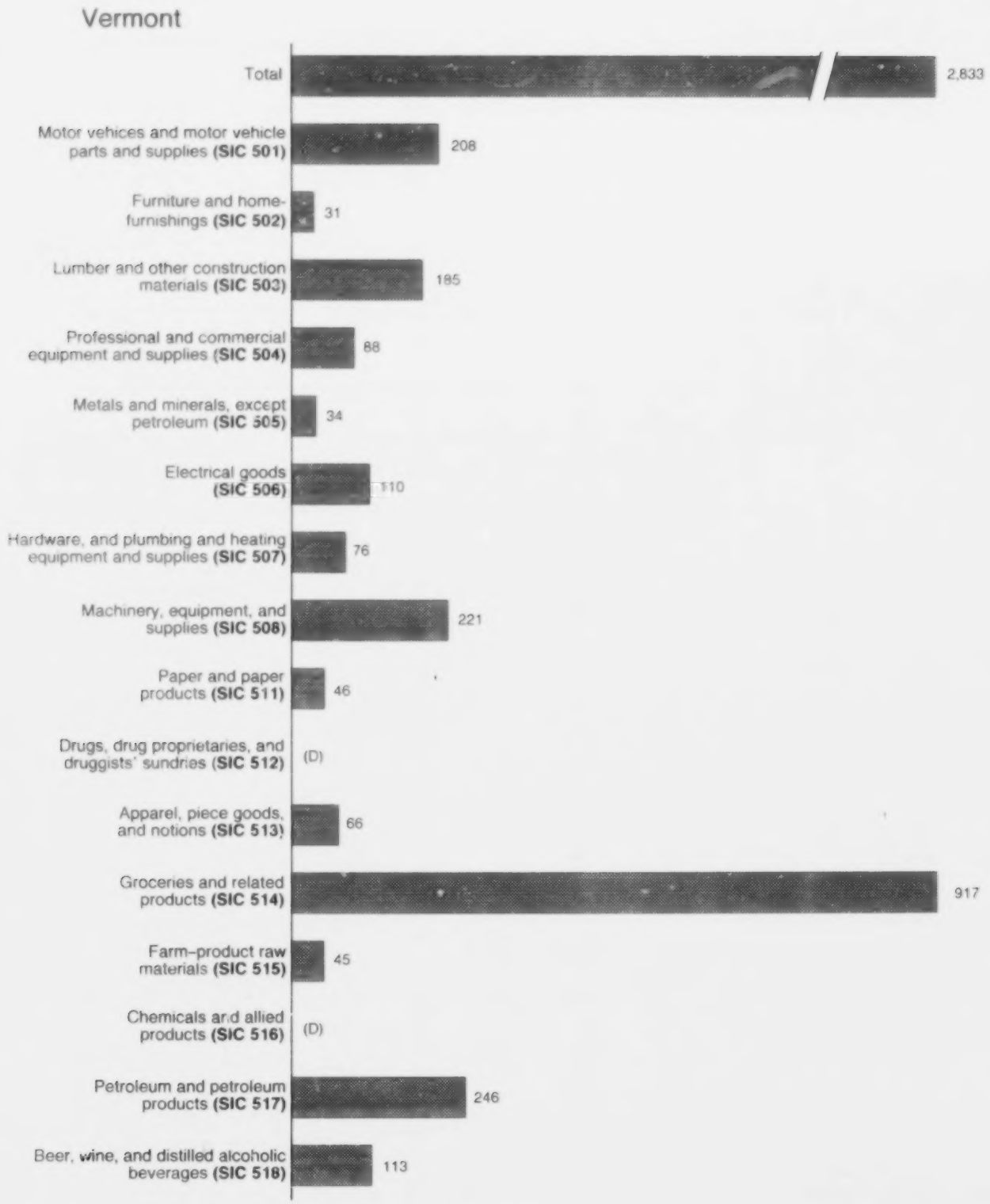


Figure 2. **Percent Change in Sales and Annual Payroll: 1982 to 1987**



Note: Data are based on 1972 Standard Industrial Classification.
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**
(Million dollars)



Note: For meaning of abbreviations and symbols, see introductory text.

Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
	Wholesale trade	**986**	**2 833 003**	**205 053**	**49 143**	**10 270**	**453 140**	**277 661**	**320 654**
	TYPES OF OPERATION								
	Merchant wholesalers	**900**	**2 606 121**	**190 706**	**45 823**	**9 564**	**421 715**	**268 523**	**305 647**
	Wholesale distributors and jobbers	838	2 334 667	176 782	42 487	9 022	371 966	229 135	268 448
	Importers	48	199 519	11 736	2 949	465	44 928	33 907	32 419
	Exporters	6	16 534	1 393	224	49	2 772	3 211	4 474
	Terminal grain elevators	–	–	–	–	–	–	–	–
	Country grain elevators	–	–	–	–	–	–	–	–
	Assemblers of farm products, except country grain elevators	8	55 401	795	163	48	2 049	270	306
	Manufacturers' sales branches and sales offices	**39**	**184 333**	**11 712**	**2 740**	**517**	**25 907**	**9 463**	**12 735**
	Sales branches (with stock)	27	144 649	10 532	2 431	480	23 179	9 463	12 735
	Sales offices (without stock)	12	19 684	1 180	309	37	2 728	–	–
	Agents, brokers, and commission merchants	**47**	**62 549**	**2 635**	**580**	**189**	**5 518**	**1 675**	**2 272**
	Auction companies	4	8 413	298	90	37	869	4	11
	Brokers	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Commission merchants	9	21 439	641	123	43	1 317	1	18
	Import agents	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Export agents	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' agents	20	19 047	984	202	52	1 989	1 650	2 226
	TYPES OF OPERATION BY KIND OF BUSINESS								
	Wholesale trade	**986**	**2 833 003**	**205 053**	**49 143**	**10 270**	**453 140**	**277 661**	**320 654**
50	**Durable goods**	**632**	**1 156 226**	**109 451**	**26 589**	**5 252**	**230 457**	**178 609**	**194 097**
501	Motor vehicles and motor vehicle parts and supplies	125	208 390	20 156	4 905	1 140	38 618	41 120	46 146
5012	Automobiles and other motor vehicles	16	119 169	6 952	1 691	394	12 861	23 677	28 025
5013	Motor vehicle supplies and new parts	87	60 606	9 618	2 302	564	18 633	13 472	14 053
5014	Tires and tubes	9	24 754	2 861	756	130	5 627	3 317	3 435
5015	Motor vehicle parts, used	13	3 861	725	156	52	1 497	654	633
502	Furniture and homefurnishings	22	30 960	3 820	792	174	7 304	2 123	2 418
5021	Furniture	15	23 514	3 358	693	151	5 916	1 905	2 240
5023	Homefurnishings	7	7 446	462	99	23	1 388	218	178
503	Lumber and other construction materials	64	185 025	13 691	3 070	566	27 690	12 935	15 670
5031	Lumber, plywood, millwork, and wood panels	33	125 237	6 383	1 440	300	12 655	6 654	9 194
5032	Brick, stone, and related construction materials	13	7 256	865	172	27	1 975	1 397	1 135
5033	Roofing, siding, and insulation materials	5	32 316	3 664	820	111	7 830	2 615	2 865
5039	Construction materials, n.e.c.	13	20 216	2 779	638	128	5 230	2 269	2 476
504	Professional and commercial equipment and supplies	76	88 078	13 608	3 204	635	25 213	8 488	10 072
5043	Photographic equipment and supplies	4	1 050	126	28	8	198	237	244
5044	Office equipment	21	14 774	3 683	877	181	6 168	1 758	2 142
5045	Computers and computer peripheral equipment and software	28	57 816	7 565	1 751	317	14 575	5 661	6 787
5046	Commercial equipment, n.e.c.	5	1 087	302	69	16	659	94	119
5047	Medical, dental, and hospital equipment and supplies	9	6 570	765	206	43	1 443	442	496
5048	Ophthalmic goods	4	2 658	651	155	42	1 142	186	176
5049	Professional equipment and supplies, n.e.c.	5	4 123	516	118	28	1 028	130	108
505	Metals and minerals, except petroleum	8	34 223	1 674	518	86	6 003	5 984	5 646
5051	Metals service centers and offices	8	34 223	1 674	518	86	6 003	5 984	5 646
5052	Coal and other minerals and ores	–	–	–	–	–	–	–	–
506	Electrical goods	51	109 518	11 674	2 817	500	21 841	18 016	18 450
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	31	69 292	6 726	1 706	274	12 631	9 639	10 839
5064	Electrical appliances, television and radio sets	7	32 040	2 810	660	133	5 330	7 315	6 417
5065	Electronic parts and equipment, n.e.c.	13	8 186	2 128	451	93	3 880	1 062	1 194
507	Hardware, and plumbing and heating equipment and supplies	53	76 322	8 846	2 418	408	16 118	11 311	11 237
5072	Hardware	9	15 240	2 053	539	82	3 376	1 712	1 738
5074	Plumbing and heating equipment and supplies (hydronics)	32	51 865	5 725	1 643	275	10 183	7 873	8 447
5075	Warm air heating and air-conditioning equipment and supplies	9	8 066	958	209	45	2 339	1 432	775
5078	Refrigeration equipment and supplies	3	1 151	110	27	6	220	294	277
508	Machinery, equipment, and supplies	142	221 495	22 345	5 597	1 144	43 262	53 314	55 845
5082	Construction and mining (except petroleum) machinery and equipment	17	78 056	6 495	1 555	263	13 081	26 207	27 232
5083	Farm and garden machinery and equipment	53	49 436	5 482	1 280	311	9 747	16 735	18 209
5084	Industrial machinery and equipment	40	56 231	6 284	1 873	378	13 049	4 945	4 856
5085	Industrial supplies	19	16 857	2 228	456	107	4 118	2 019	2 200
5087	Service establishment equipment and supplies	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	91	202 215	13 647	3 268	599	44 408	25 318	26 613
5091	Sporting and recreational goods and supplies	33	175 867	10 672	2 608	379	38 112	22 676	25 649
5092	Toys and hobby goods and supplies	4	480	48	8	7	102	58	66
5093	Scrap and waste materials	17	6 577	1 031	251	86	2 464	575	381
5094	Jewelry, watches, precious stones, and precious metals	7	3 582	189	41	16	619	603	827
5099	Durable goods, n.e.c.	30	15 709	1 707	360	111	3 111	1 406	1 690

Table 1. **Summary Statistics for the State: 1987**—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS—Con.								
	Wholesale trade—Con.								
51	**Nondurable goods**	**354**	**1 676 777**	**95 602**	**22 554**	**5 018**	**231 683**	**99 052**	**126 557**
511	Paper and paper products	28	45 828	5 330	1 184	309	13 442	3 725	4 412
5111	Printing and writing paper	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	22	28 640	3 746	838	229	9 960	1 089	2 279
5113	Industrial and personal service paper	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	29	65 834	7 284	2 306	423	15 949	10 353	11 803
5131	Piece goods, notions, and other dry goods	11	18 466	1 938	915	72	3 930	2 043	2 586
5136	Men's and boys' clothing and furnishings	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's, and infants' clothing and accessories	8	16 620	822	163	46	2 233	2 530	2 903
5139	Footwear	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	113	916 597	41 337	9 561	2 141	99 249	47 236	66 829
5141	Groceries, general line	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	15	153 364	3 818	923	199	10 505	1 696	1 656
5144	Poultry and poultry products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	16	70 066	4 514	1 029	241	9 269	3 161	3 419
5148	Fresh fruits and vegetables	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	47	164 731	15 786	3 723	818	35 872	9 414	11 019
515	Farm-product raw materials	18	44 728	1 529	325	93	3 742	325	470
5153	Grain and field beans	7	18 928	585	107	27	1 246	134	239
5154	Livestock	11	25 800	944	218	66	2 496	191	231
5159	Farm-product raw materials, n.e.c.	–	–	–	–	–	–	–	–
516	Chemicals and allied products	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	–	–	–	–	–	–	–	–
5169	Chemicals and allied products, n.e.c.	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	25	246 447	9 065	2 039	442	24 104	9 335	11 887
5171	Petroleum bulk stations and terminals	20	198 959	7 727	1 702	376	20 563	8 689	11 129
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5	47 488	1 338	337	66	3 541	646	758
518	Beer, wine, and distilled alcoholic beverages	18	113 242	12 184	2 639	484	25 322	11 294	13 060
5181	Beer and ale	13							
5194	Tobacco and tobacco products	7	66 178	3 200	890	253	6 369	3 829	4 134
5198	Paints, varnishes, and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	24	13 975	1 702	362	99	3 447	1 323	1 456
	Merchant wholesalers	**900**	**2 608 121**	**190 706**	**45 823**	**9 584**	**421 715**	**266 523**	**305 647**
50	**Durable goods**	**595**	**1 100 294**	**105 102**	**25 524**	**5 094**	**222 609**	**175 008**	**189 584**
501	Motor vehicles and motor vehicle parts and supplies	125	208 390	20 156	4 905	1 140	38 616	41 120	46 146
5012	Automobiles and other motor vehicles	16	119 169	6 952	1 691	394	12 861	23 677	28 025
5013	Motor vehicle supplies and new parts	87	60 606	9 618	2 302	564	18 633	13 472	14 053
5014	Tires and tubes	9	24 754	2 861	756	130	5 627	3 317	3 435
5015	Motor vehicle parts, used	13	3 861	725	156	52	1 497	654	633
502	Furniture and homefurnishings	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Homefurnishings	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	57	177 937	13 210	2 947	537	26 739	12 872	15 557
5031	Lumber, plywood, millwork, and wood panels	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	5	32 316	3 664	820	111	7 830	2 615	2 865
5039	Construction materials, n.e.c.	11	(D)	–	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	69	60 055	[illegible]	2 559	571	20 688	6 586	7 910
5043	Photographic equipment and supplies	4	1 050	126	28	8	198	237	244
5044	Office equipment	21	14 774	[illegible]	877	181	6 168	1 758	2 142
5045	Computers and computer peripheral equipment and software	22	(D)	[illegible]	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	9	6 570	765	206	43	1 443	442	496
5048	Ophthalmic goods	4	2 658	651	155	42	1 142	166	176
5049	Professional equipment and supplies, n.e.c.	5	4 123	516	118	28	1 028	130	108
505	Metals and minerals, except petroleum	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	–	–	–	–	–	–	–	–
506	Electrical goods	51	109 518	11 664	2 817	500	21 841	18 016	18 450
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	31	69 292	6 726	1 706	274	12 631	9 639	10 839
5064	Electrical appliances, television and radio sets	7	32 040	2 810	660	133	5 330	7 315	6 417
5065	Electronic parts and equipment, n.e.c.	13	8 186	2 128	451	93	3 880	1 062	1 194

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS—Con.								
	Merchant wholesalers—Con.								
50	**Durable goods**—Con.								
507	Hardware, and plumbing and heating equipment and supplies	53	76 322	8 846	2 418	408	16 118	11 311	11 237
5072	Hardware	9	15 240	2 053	539	82	3 376	1 712	1 738
5074	Plumbing and heating equipment and supplies (hydronics)	32	51 865	5 725	1 643	275	10 183	7 873	8 447
5075	Warm air heating and air-conditioning equipment and supplies	9	8 066	958	209	45	2 339	1 432	775
5078	Refrigeration equipment and supplies	3	1 151	110	27	6	220	294	277
508	Machinery, equipment, and supplies	132	213 466	21 640	5 436	1 113	41 966	51 690	53 796
5082	Construction and mining (except petroleum) machinery and equipment	17	78 056	6 495	1 555	263	13 081	26 207	27 232
5083	Farm and garden machinery and equipment	50	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	82	197 081	13 472	3 215	585	44 013	25 314	28 446
5091	Sporting and recreational goods and supplies	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**305**	**1 505 827**	**85 604**	**20 299**	**4 490**	**199 108**	**91 515**	**116 063**
511	Paper and paper products	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods	11	18 466	1 938	915	72	3 930	2 043	2 586
5136	Men's and boys' clothing and furnishings	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	101	856 449	35 916	8 283	1 877	86 970	45 007	64 431
5141	Groceries, general line	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	40	131 059	12 368	2 903	647	27 656	7 850	9 262
515	Farm-product raw materials	13	27 628	931	180	46	2 206	321	459
5153	Grain and field beans	7	18 928	585	107	27	1 246	134	239
5154	Livestock	6	8 700	346	53	19	960	187	220
5159	Farm-product raw materials, n.e.c.	–	–	–	–	–	–	–	–
516	Chemicals and allied products	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	–	–	–	–	–	–	–	–
5169	Chemicals and allied products, n.e.c.	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	13	90 907	10 763	2 328	429	21 169	8 807	9 642
5182	Wine and distilled alcoholic beverages	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	85	161 219	12 262	3 090	788	25 779	10 959	11 892
5191	Farm supplies	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers	15	20 681	2 540	629	159	5 158	1 462	1 700
5193	Flowers, nursery stock, and florists' supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7	66 178	3 200	890	253	6 369	3 829	4 174
5198	Paints, varnishes, and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	20	10 413	1 555	351	97	3 149	1 323	1 456
	Manufacturers' sales branches and sales offices	**39**	**164 333**	**11 712**	**2 740**	**517**	**25 907**	**9 463**	**12 735**
50	**Durable goods**	**9**	**32 153**	**3 186**	**793**	**89**	**5 425**	**1 936**	**2 256**
501	Motor vehicles and motor vehicle parts and supplies	–	–	–	–	–	–	–	–
502	Furniture and homefurnishings	–	–	–	–	–	–	–	–
503	Lumber and other construction materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	–	–	–	–	–	–	–	–

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1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS—Con.								
	Manufacturers' sales branches and sales offices—Con.								
50	**Durable goods**—Con.								
506	Electrical goods	-	-	-	-	-	-	-	-
507	Hardware, and plumbing and heating equipment and supplies	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**30**	**132 180**	**8 546**	**1 947**	**428**	**20 482**	**7 527**	**10 479**
511	Paper and paper products	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-	-
514	Groceries and related products	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants	**47**	**62 549**	**2 635**	**590**	**169**	**5 518**	**1 675**	**2 272**
50	**Durable goods**	**28**	**23 779**	**1 183**	**272**	**69**	**2 423**	**1 665**	**2 257**
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-	-
502	Furniture and homefurnishings	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	-	-	-	-	-	-	-	-
507	Hardware, and plumbing and heating equipment and supplies	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**19**	**38 770**	**1 452**	**308**	**100**	**3 095**	**10**	**15**
511	Paper and paper products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	5	17 100	598	165	47	1 536	4	11
516	Chemicals and allied products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment[1] (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per establishment (dollars)	Per employee[1] (dollars)	Per employee[1] (dollars)	As percent of operating expenses			
	Wholesale trade	**2 673 228**	**275 852**	**19 966**	**45.3**	**10**	**16.0**	**11.3**
50	**Durable goods**	**1 829 472**	**220 150**	**20 840**	**47.5**	**8**	**19.9**	**16.8**
501	Motor vehicles and motor vehicle parts and supplies	1 667 120	182 798	17 681	52.2	9	18.5	22.1
5012	Automobiles and other motor vehicles	7 448 063	302 459	17 645	54.1	25	10.8	23.5
5013	Motor vehicle supplies and new parts	696 621	107 457	17 053	51.6	6	30.7	23.2
5014	Tires and tubes	2 750 444	190 415	22 008	50.8	14	22.7	13.9
5015	Motor vehicle parts, used	297 000	74 250	13 942	48.4	4	38.8	16.4
502	Furniture and homefurnishings	1 407 273	177 931	21 954	52.3	8	23.6	7.8
5021	Furniture	1 567 900	155 722	22 238	56.8	10	25.2	9.5
5023	Homefurnishings	1 063 714	323 739	20 087	33.3	3	18.6	2.4
503	Lumber and other construction materials	2 891 016	326 899	24 189	49.4	9	15.0	8.5
5031	Lumber, plywood, millwork, and wood panels	3 795 061	417 457	21 277	50.4	9	10.1	7.3
5032	Brick, stone, and related construction materials	558 154	268 741	32 037	43.8	2	27.2	15.6
5033	Roofing, siding, and insulation materials	6 463 200	291 135	33 009	46.8	22	24.2	8.9
5039	Construction materials, n.e.c.	1 555 077	157 938	21 711	53.1	10	25.9	12.2
504	Professional and commercial equipment and supplies	1 158 921	138 706	21 430	54.0	8	28.6	11.4
5043	Photographic equipment and supplies	262 500	131 250	15 750	63.6	2	18.9	23.2
5044	Office equipment	703 524	81 624	20 348	59.7	9	41.7	14.5
5045	Computers and computer peripheral equipment and software	2 064 857	182 385	23 864	51.9	11	25.2	11.7
5046	Commercial equipment, n.e.c.	217 400	67 938	18 875	45.8	3	60.6	10.9
5047	Medical, dental, and hospital equipment and supplies	730 000	152 791	17 791	53.0	5	22.0	7.5
5048	Ophthalmic goods	664 500	63 286	15 500	57.0	11	43.0	6.6
5049	Professional equipment and supplies, n.e.c.	824 600	147 250	18 429	50.2	6	24.9	2.6
505	Metals and minerals, except petroleum	4 277 875	397 942	19 465	27.9	11	17.5	16.5
5051	Metals service centers and offices	4 277 875	397 942	19 465	27.9	11	17.5	16.5
5052	Coal and other minerals and ores	-	-	-	-	-	-	-
506	Electrical goods	2 147 412	219 036	23 328	53.4	10	19.9	16.8
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	2 235 226	252 891	24 547	53.2	9	18.2	15.6
5064	Electrical appliances, television and radio sets	4 577 143	240 902	21 128	52.7	19	16.6	20.0
5065	Electronic parts and equipment, n.e.c.	629 692	88 022	22 882	54.8	7	47.4	14.6
507	Hardware, and plumbing and heating equipment and supplies	1 440 038	187 064	21 681	54.9	8	21.1	14.7
5072	Hardware	1 693 333	185 854	25 037	60.8	9	22.2	11.4
5074	Plumbing and heating equipment and supplies (hydronics)	1 620 781	186 600	20 818	56.2	9	19.6	16.3
5075	Warm air heating and air-conditioning equipment and supplies	896 222	179 244	21 289	41.0	5	29.0	9.6
5078	Refrigeration equipment and supplies	383 667	191 833	18 333	50.0	2	19.1	24.1
508	Machinery, equipment, and supplies	1 559 824	193 615	19 532	51.7	8	19.5	25.2
5082	Construction and mining (except petroleum) machinery and equipment	4 591 529	296 791	24 696	49.7	15	16.8	34.9
5083	Farm and garden machinery and equipment	932 755	158 958	17 627	56.2	6	19.7	36.8
5084	Industrial machinery and equipment	1 405 775	148 759	16 624	48.2	9	23.2	8.6
5085	Industrial supplies	887 211	157 542	20 822	54.1	6	24.4	13.1
5087	Service establishment equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	2 222 143	337 588	22 783	30.7	7	22.0	14.1
5091	Sporting and recreational goods and supplies	5 329 303	464 029	28 158	28.0	11	21.7	14.5
5092	Toys and hobby goods and supplies	120 000	68 571	6 857	47.1	2	21.3	13.8
5093	Scrap and waste materials	386 882	76 477	11 988	41.8	5	37.5	5.8
5094	Jewelry, watches, precious stones, and precious metals	511 714	223 875	11 813	30.5	2	17.3	23.1
5099	Durable goods, n.e.c.	523 633	141 523	15 376	54.9	4	19.8	10.8
51	**Nondurable goods**	**4 736 658**	**334 152**	**19 052**	**42.9**	**14**	**13.3**	**7.5**
511	Paper and paper products	1 636 714	148 311	17 249	39.7	11	29.3	9.6
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	1 301 816	125 066	16 356	37.6	10	34.8	8.0
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	2 270 138	155 636	17 220	45.7	15	24.2	17.9
5131	Piece goods, notions, and other dry goods	1 678 727	256 472	26 917	49.3	7	21.3	14.0
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	2 077 500	361 304	17 870	36.8	6	13.4	17.5
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	8 111 478	428 116	19 307	41.6	19	10.8	7.3
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	10 224 267	770 673	19 186	36.3	13	6.8	1.1
5144	Poultry and poultry products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	4 379 250	290 739	18 730	48.7	15	13.2	4.9
5148	Fresh fruits and vegetables	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	3 504 915	201 383	19 296	44.0	17	21.8	6.7
515	Farm-product raw materials	2 484 889	480 946	16 441	40.9	5	8.4	1.1
5153	Grain and field beans	2 704 000	701 037	21 667	47.0	4	6.6	1.3
5154	Livestock	2 345 455	390 909	14 303	37.8	6	9.7	.9
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. **Selected Ratios for the State: 1987**—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment[1] (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per establishment (dollars)	Per employee[1] (dollars)	Per employee[1] (dollars)	As percent of operating expenses			
	Wholesale trade—Con.							
51	**Nondurable goods**—Con.							
517	Petroleum and petroleum products	9 857 880	557 572	20 509	37.6	18	9.8	4.8
5171	Petroleum bulk stations and terminals	9 947 950	529 146	20 551	37.6	19	10.3	5.6
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	9 497 600	719 515	20 273	37.8	13	7.5	1.6
518	Beer, wine, and distilled alcoholic beverages	6 291 222	233 971	25 174	48.1	27	22.4	11.5
5181	Beer and ale	6 992 846	211 904	25 089	50.8	33	23.3	10.6
5182	Wine and distilled alcoholic beverages	4 467 000	406 091	25 836	34.2	11	18.6	15.3
519	Miscellaneous nondurable goods	1 925 324	207 593	15 878	46.5	9	16.4	7.5
5191	Farm supplies	1 804 820	236 233	18 068	43.4	8	17.6	8.2
5192	Books, periodicals, and newspapers	1 378 733	130 069	15 975	49.2	11	24.9	8.2
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	9 454 000	261 573	12 648	50.2	36	9.6	6.2
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	582 292	141 162	17 192	49.4	4	24.7	10.4
	Merchant wholesalers	**2 895 690**	**271 924**	**19 898**	**45.2**	**11**	**16.2**	**11.7**
50	**Durable goods**	**1 849 234**	**215 998**	**20 633**	**47.2**	**9**	**20.2**	**17.2**
501	Motor vehicles and motor vehicle parts and supplies	1 667 120	182 798	17 681	52.2	9	18.5	22.1
5012	Automobiles and other motor vehicles	7 448 063	302 459	17 645	54.1	25	10.8	23.5
5013	Motor vehicle supplies and new parts	696 621	107 457	17 053	51.6	6	30.7	23.2
5014	Tires and tubes	2 750 444	190 415	22 008	50.8	14	22.7	13.9
5015	Motor vehicle parts, used	297 000	74 250	13 942	48.4	4	38.8	16.4
502	Furniture and homefurnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Homefurnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	3 121 702	331 354	24 600	49.4	9	15.0	8.7
5031	Lumber, plywood, millwork, and wood panels	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	6 463 200	291 135	33 009	46.8	22	24.2	8.9
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	870 362	105 175	19 117	52.8	8	34.4	13.2
5043	Photographic equipment and supplies	262 500	131 250	15 750	63.6	2	18.9	23.2
5044	Office equipment	703 524	81 624	20 348	59.7	9	41.7	14.5
5045	Computers and computer peripheral equipment and software	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	730 000	152 791	17 791	53.0	5	22.0	7.5
5048	Ophthalmic goods	664 500	63 286	15 500	57.0	11	43.0	6.6
5049	Professional equipment and supplies, n.e.c.	824 600	147 250	18 429	50.2	6	24.9	2.6
505	Metals and minerals, except petroleum	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	-	-	-	-	-	-	-
506	Electrical goods	2 147 412	219 036	23 328	53.4	10	19.9	16.8
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	2 235 226	252 891	24 547	53.2	9	18.2	15.6
5064	Electrical appliances, television and radio sets	4 577 143	240 902	21 128	52.7	19	16.6	20.0
5065	Electronic parts and equipment, n.e.c.	629 692	88 022	22 882	54.8	7	47.4	14.6
507	Hardware, and plumbing and heating equipment and supplies	1 440 038	187 064	21 681	54.9	8	21.1	14.7
5072	Hardware	1 693 333	185 854	25 037	60.8	9	22.2	11.4
5074	Plumbing and heating equipment and supplies (hydronics)	1 620 781	188 600	20 818	56.2	9	19.6	16.3
5075	Warm air heating and air-conditioning equipment and supplies	896 222	179 244	21 289	41.0	5	29.0	9.6
5078	Refrigeration equipment and supplies	383 667	191 833	18 333	50.0	2	19.1	24.1
508	Machinery, equipment, and supplies	1 617 167	191 793	19 443	51.6	8	19.7	25.2
5082	Construction and mining (except petroleum) machinery and equipment	4 591 529	296 791	24 696	49.7	15	16.8	34.9
5083	Farm and garden machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	2 403 427	336 891	23 029	30.6	7	22.3	14.4
5091	Sporting and recreational goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**4 937 138**	**335 373**	**19 065**	**43.0**	**15**	**13.2**	**7.7**
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods	1 678 727	256 472	26 917	49.3	7	21.3	14.0
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. **Selected Ratios for the State: 1987**—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment[1] (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per establishment (dollars)	Per employee[1] (dollars)	Per employee[1] (dollars)	As percent of operating expenses			
	Merchant wholesalers—Con.							
51	**Nondurable goods**—Con.							
514	Groceries and related products	8 479 693	456 286	19 135	41.3	19	10.2	7.5
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	3 276 475	202 564	19 116	44.7	16	21.1	7.1
515	Farm-product raw materials	2 125 231	600 609	20 239	42.2	4	8.0	1.7
5153	Grain and field beans	2 704 000	701 037	21 667	47.0	4	6.6	1.3
5154	Livestock	1 450 000	457 895	18 211	36.0	3	11.0	2.5
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	6 992 846	211 904	25 089	50.8	33	23.3	10.6
5182	Wine and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	1 896 694	204 593	15 561	47.6	9	16.0	7.4
5191	Farm supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers	1 378 733	130 069	15 975	49.2	11	24.9	8.2
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	9 454 000	261 573	12 648	50.2	36	9.6	6.2
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	520 650	107 351	16 031	49.4	5	30.2	14.0
	Manufacturers' sales branches and sales offices	**4 213 667**	**317 859**	**22 654**	**45.2**	**13**	**15.8**	**7.7**
50	**Durable goods**	**3 572 556**	**361 270**	**35 573**	**58.4**	**10**	**16.9**	**7.0**
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-
502	Furniture and homefurnishings	-	-	-	-	-	-	-
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-
506	Electrical goods	-	-	-	-	-	-	-
507	Hardware, and plumbing and heating equipment and supplies	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**4 406 000**	**308 832**	**19 967**	**41.7**	**14**	**15.5**	**7.9**
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-
514	Groceries and related products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants	**1 330 830**	**370 112**	**15 592**	**47.8**	**4**	**8.8**	**3.6**
50	**Durable goods**	**849 250**	**344 623**	**17 145**	**48.8**	**2**	**10.2**	**9.5**
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-
502	Furniture and homefurnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	-	-	-	-	-	-	-
507	Hardware, and plumbing and heating equipment and supplies	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	**Nondurable goods**	**2 040 526**	**367 700**	**14 520**	**46.9**	**5**	**8.0**	-
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	3 420 000	383 830	12 723	38.9	9	9.0	1
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)

[1]Based on number of employees for pay period including March 12.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade	**978**	**840**	**2 830 784**	**1 876 892**	**50.8**	**204 865**	**125 809**	**62.7**	**10 243**	**8 753**
50		**Durable goods**	**617**	**518**	**1 150 702**	**582 078**	**97.7**	**108 385**	**60 176**	**80.1**	**5 182**	**3 932**
501		Motor vehicles and automotive parts and supplies	117	103	206 171	102 133	101.9	19 768	11 853	66.8	1 113	838
5012	5012	Automobiles and other motor vehicles	16	16	119 169	(D)	(D)	6 952	(D)	(D)	394	(D)
5013		Automotive parts and supplies	92	79	62 248	(D)	(D)	9 955	(D)	(D)	589	(D)
	5013	Motor vehicle supplies and new parts	87	73	60 606	47 271	28.2	9 618	7 100	35.5	564	509
	5015 pt.	Motor vehicle parts, used	5	6	1 642	(D)	(D)	337	(D)	(D)	25	(D)
5014	5014	Tires and tubes	9	8	24 754	(D)	(D)	2 861	(D)	(D)	130	(D)
502		Furniture and homefurnishings	22	12	30 960	5 899	424.8	3 820	892	328.3	174	72
5021	5021	Furniture	15	9	23 514	(D)	(D)	3 358	(D)	(D)	151	(D)
5023	5023	Homefurnishings	7	3	7 446	(D)	(D)	462	(D)	(D)	23	(D)
503		Lumber and other construction materials	64	54	185 025	89 446	106.9	13 691	6 213	120.4	566	399
5031	5031	Lumber, plywood, millwork, and wood panels	33	29	125 237	71 304	75.6	6 383	4 058	57.3	300	240
5039		Construction materials, n.e.c.	31	25	59 788	18 142	229.6	7 308	2 155	239.1	266	159
	5032	Brick, stone, and related construction materials	13	15	7 256	7 966	-8.9	865	855	1.2	27	55
	5033	Roofing, siding, and insulation materials	5	2	32 316	(D)	(D)	3 664	(D)	(D)	111	(D)
	5039	Construction materials, n.e.c.	13	8	20 216	(D)	(D)	2 779	(D)	(D)	128	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	41	26	177 397	42 357	318.8	10 846	3 398	219.2	394	197
5041	5091	Sporting and recreational goods and supplies	33	21	175 867	41 157	327.3	10 672	3 233	230.1	379	185
5042	5092	Toys and hobby goods and supplies	4	2	480	(D)	(D)	48	(D)	(D)	7	(D)
5043	5043	Photographic equipment and supplies	4	3	1 050	(D)	(D)	126	(D)	(D)	8	(D)
505		Metals and minerals, except petroleum	8	4	34 223	(D)	(D)	1 674	(D)	(D)	86	(D)
5051	5051	Metals service centers and offices	8	4	34 223	(D)	(D)	1 674	(D)	(D)	86	(D)
5052	5052	Coal and other minerals and ores	–	–	–	–	–	–	–	–	–	–
506		Electrical goods	57	49	(D)	79 125	(D)	(D)	6 247	(D)	(D)	392
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	38	29	(D)	48 931	(D)	(D)	3 814	(D)	(D)	248
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	31	(NA)	69 292	(NA)	(NA)	6 726	(NA)	(NA)	274	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment	6	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets	7	6	32 040	(D)	(D)	2 810	(D)	(D)	133	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	12	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies	53	53	76 322	48 063	58.8	8 846	6 009	47.2	408	401
5072	5072	Hardware	9	7	15 240	6 784	124.6	2 053	1 029	99.5	82	60
5074	5074	Plumbing and heating equipment and supplies (hydronics)	32	39	51 865	39 924	29.9	5 725	4 825	18.7	275	329
5075	5075	Warm air heating and air-conditioning equipment and supplies	9	5	8 066	(D)	(D)	958	(D)	(D)	45	(D)
5078	5078	Refrigeration equipment and supplies	3	2	1 151	(D)	(D)	110	(D)	(D)	6	(D)
508		Machinery, equipment, and supplies	208	185	(D)	183 306	(D)	(D)	23 463	(D)	(D)	1 470
5081		Commercial machines and equipment	54	38	73 677	33 886	117.4	11 550	4 034	186.3	514	223
	5044	Office equipment	21	(NA)	14 774	(NA)	(NA)	3 683	(NA)	(NA)	181	(NA)
	5045	Computers and computer peripheral equipment and software	28	(NA)	57 816	(NA)	(NA)	7 565	(NA)	(NA)	317	(NA)
	5046	Commercial equipment, n.e.c.	5	6	1 087	(D)	(D)	302	(D)	(D)	16	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment	17	20	78 056	32 651	139.1	6 495	4 002	62.3	263	224
5083	5083	Farm and garden machinery and equipment	53	55	49 436	47 411	4.3	5 482	5 905	-7.2	311	392
5084	5084 pt.	Industrial machinery and equipment	34	23	(D)	24 627	(D)	(D)	3 773	(D)	(D)	247
5085	5085	Industrial supplies	19	21	16 857	16 966	-.7	2 228	2 376	-6.2	107	155
5086		Professional equipment and supplies	18	20	13 351	19 401	-31.2	1 932	2 570	-24.8	113	175
	5047	Medical, dental, and hospital equipment and supplies	9	11	6 570	15 224	-56.9	765	1 615	-52.6	43	83
	5048	Ophthalmic goods	4	5	2 658	(D)	(D)	651	(D)	(D)	42	(D)
	5049	Professional equipment and supplies, n.e.c.	5	4	4 123	(D)	(D)	516	(D)	(D)	28	(D)
5087	5087	Service establishment equipment and supplies	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles	5	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods	47	32	22 563	(D)	(D)	2 249	(D)	(D)	170	(D)
5093	5093	Scrap and waste materials	17	12	6 577	2 483	164.9	1 031	573	79.9	86	44
5094	5094	Jewelry, watches, precious stones, and precious metals	7	3	3 582	(D)	(D)	189	(D)	(D)	16	(D)
5099	5099 pt.	Durable goods, n.e.c.	23	17	12 404	5 867	111.4	1 029	387	165.9	68	45

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade—Con.										
51		**Nondurable goods**	**361**	**322**	**1 680 082**	**1 294 814**	**29.8**	**96 280**	**65 633**	**46.7**	**5 061**	**4 821**
511		Paper and paper products	28	22	45 828	35 612	28.7	5 330	4 686	13.7	309	296
5111	5111	Printing and writing paper	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	22	16	28 640	20 994	36.4	3 746	3 365	11.3	229	231
5113	5113	Industrial and personal service paper	5	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions	29	19	65 834	31 795	107.1	7 284	1 878	287.9	423	159
5133	5131 pt.	Piece goods	7	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	4	4	(D)	1 393	(D)	(D)	252	(D)	(D)	47
5136	5136	Men's and boys' clothing and furnishings	6	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	8	6	16 620	3 584	363.7	822	220	273.6	46	24
5139	5139	Footwear	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products	113	91	916 597	706 883	29.7	41 337	31 604	30.8	2 141	2 503
5141	5141	Groceries, general line	12	10	(D)	212 850	(D)	(D)	15 046	(D)	(D)	1 385
5142	5142	Packaged frozen foods	3	5	(D)	2 527	(D)	(D)	388	(D)	(D)	32
5143	5143	Dairy products, except dried or canned	15	16	153 364	174 878	-12.3	3 818	2 793	36.7	199	187
5144	5144	Poultry and poultry products	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5145	5145	Confectionery	8	6	(D)	3 128	(D)	(D)	393	(D)	(D)	36
5146	5146	Fish and seafoods	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	16	15	70 068	47 453	47.7	4 514	3 436	31.4	241	266
5148	5148	Fresh fruits and vegetables	7	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	47	29	164 731	(D)	(D)	15 786	(D)	(D)	818	(D)
515		Farm-product raw materials	18	16	44 728	24 342	83.7	1 529	784	95.0	93	83
5152	5159 pt.	Cotton	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans	7	4	18 928	(D)	(D)	585	(D)	(D)	27	(D)
5154	5154	Livestock	11	9	25 800	21 466	20.2	944	621	52.0	66	63
5159	5159 pt.	Farm-product raw materials, n.e.c.	-	3	-	(D)	(D)	-	(D)	(D)	-	(D)
516		Chemicals and allied products	15	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products	15	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c.	15	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	25	43	246 447	223 443	10.3	9 065	6 478	39.9	442	449
5171	5171	Petroleum bulk stations and terminals	20	36	198 959	(D)	(D)	7 727	(D)	(D)	376	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5	7	47 488	(D)	(D)	1 338	(D)	(D)	66	(D)
518		Beer, wine, and distilled alcoholic beverages	18	19	113 242	80 185	41.2	12 184	7 749	57.2	484	471
5181	5181	Beer and ale	13	14	90 907	68 835	32.1	10 763	7 218	49.1	429	449
5182	5182	Wine and distilled alcoholic beverages	5	5	22 335	11 350	96.8	1 421	531	167.6	55	22
519		Miscellaneous nondurable goods	109	95	199 688	159 266	25.4	15 699	10 121	55.1	989	722
5191	5191	Farm supplies	50	56	90 241	104 620	-13.8	6 902	6 170	11.9	382	409
5194	5194	Tobacco and tobacco products	7	8	66 178	36 153	83.0	3 200	1 649	94.1	253	122
5198	5198	Paints, varnishes and supplies	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	50	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	7	(NA)	3 305	(NA)	(NA)	678	(NA)	(NA)	43	(NA)
	5192	Books, periodicals, and newspapers	15	10	20 681	(D)	(D)	2 540	(D)	(D)	159	(D)
	5193	Flowers, nursery stock, and florists' supplies	4	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	24	(NA)	13 975	(NA)	(NA)	1 702	(NA)	(NA)	99	(NA)
		Merchant wholesalers	**892**	**755**	**2 603 902**	**1 603 513**	**62.4**	**190 318**	**116 443**	**63.4**	**9 557**	**8 207**
50		**Durable goods**	**580**	**484**	**1 094 770**	**529 535**	**106.7**	**104 036**	**57 046**	**82.4**	**5 024**	**3 787**
501		Motor vehicles and automotive parts and supplies	117	102	206 171	(D)	(D)	19 768	(D)	(D)	1 113	(D)
5012	5012	Automobiles and other motor vehicles	16	15	119 169	(D)	(D)	6 952	(D)	(D)	394	(D)
5013		Automotive parts and supplies	92	79	62 248	(D)	(D)	9 955	(D)	(D)	589	(D)
	5013	Motor vehicle supplies and new parts	87	73	60 606	47 271	28.2	9 618	7 100	35.5	564	509
	5015 pt.	Motor vehicle parts, used	5	6	1 642	(D)	(D)	337	(D)	(D)	25	(D)
5014	5014	Tires and tubes	9	8	24 754	(D)	(D)	2 861	(D)	(D)	130	(D)
502		Furniture and homefurnishings	19	9	(D)	5 139	(D)	(D)	750	(D)	(D)	57
5021	5021	Furniture	13	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Homefurnishings	6	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503		Lumber and other construction materials	57	49	177 937	85 770	107.5	13 210	5 930	122.8	537	379
5031	5031	Lumber, plywood, millwork, and wood panels	30	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c.	27	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5032	Brick, stone, and related construction materials	11	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials	5	2	32 316	(D)	(D)	3 664	(D)	(D)	111	(D)
	5039	Construction materials, n.e.c.	11	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
50		**Durable goods**—Con.										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	37	23	176 868	37 977	365.7	10 814	3 274	230.3	392	193
5041	5091	Sporting and recreational goods and supplies	30	18	(D)	36 777	(D)	(D)	3 109	(D)	(D)	181
5042	5092	Toys and hobby goods and supplies	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies	4	3	1 050	(D)	(D)	126	(D)	(D)	8	(D)
505		Metals and minerals, except petroleum	7	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	5051	Metals service centers and offices	7	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores	–	–	–	–	–	–	–	–	–	–
506		Electrical goods	55	42	(D)	64 318	(D)	(D)	5 723	(D)	(D)	367
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	36	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	31	(NA)	69 292	(NA)	(NA)	6 726	(NA)	(NA)	274	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets	7	6	32 040	(D)	(D)	2 810	(D)	(D)	133	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	12	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies	53	51	76 322	(D)	(D)	8 846	(D)	(D)	408	(D)
5072	5072	Hardware	9	7	15 240	6 784	124.6	2 053	1 029	99.5	82	60
5074	5074	Plumbing and heating equipment and supplies (hydronics)	32	37	51 865	(D)	(D)	5 725	(D)	(D)	275	(D)
5075	5075	Warm air heating and air-conditioning equipment and supplies	9	5	8 066	(D)	(D)	958	(D)	(D)	45	(D)
5078	5078	Refrigeration equipment and supplies	3	2	1 151	(D)	(D)	110	(D)	(D)	6	(D)
508		Machinery, equipment, and supplies	193	173	(D)	155 497	(D)	(D)	21 486	(D)	(D)	1 396
5081		Commercial machines and equipment	47	31	45 654	(D)	(D)	8 858	(D)	(D)	450	(D)
	5044	Office equipment	21	(NA)	14 774	(NA)	(NA)	3 683	(NA)	(NA)	181	(NA)
	5045	Computers and computer peripheral equipment and software	22	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5046	Commercial equipment, n.e.c.	4	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment	17	20	78 056	32 651	139.1	6 495	4 002	62.3	263	224
5083	5083	Farm and garden machinery and equipment	50	55	(D)	47 411	(D)	(D)	5 905	(D)	(D)	392
5084	5084 pt.	Industrial machinery and equipment	31	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	5085	Industrial supplies	18	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies	18	19	13 351	(D)	(D)	1 932	(D)	(D)	113	(D)
	5047	Medical, dental, and hospital equipment and supplies	9	10	6 570	12 893	-49.1	765	1 283	-40.4	43	76
	5048	Ophthalmic goods	4	5	2 658	(D)	(D)	651	(D)	(D)	42	(D)
	5049	Professional equipment and supplies, n.e.c.	5	4	4 123	(D)	(D)	516	(D)	(D)	28	(D)
5087	5087	Service establishment equipment and supplies	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods	42	31	17 958	(D)	(D)	2 106	(D)	(D)	158	(D)
5093	5093	Scrap and waste materials	16	12	(D)	2 483	(D)	(D)	573	(D)	(D)	44
5094	5094	Jewelry, watches, precious stones, and precious metals	6	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c.	20	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		**Nondurable goods**	**312**	**271**	**1 509 132**	**1 073 977**	**40.5**	**96 282**	**59 397**	**45.3**	**4 533**	**4 420**
511		Paper and paper products	23	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	5111	Printing and writing paper	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	17	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper	5	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions	27	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods	7	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	4	4	(D)	1 393	(D)	(D)	252	(D)	(D)	47
5136	5136	Men's and boys' clothing and furnishings	6	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	7	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products	101	80	856 449	623 533	37.4	35 916	29 023	23.8	1 877	2 352
5141	5141	Groceries, general line	12	10	(D)	212 850	(D)	(D)	15 046	(D)	(D)	1 385
5142	5142	Packaged frozen foods	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5143	Dairy products, except dried or canned	12	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	5144	Poultry and poultry products	2	–	(D)	–	(X)	(D)	–	(X)	(D)	–
5145	5145	Confectionery	8	6	(D)	3 128	(D)	(D)	393	(D)	(D)	36

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		**Nondurable goods**—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	14	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	5148	Fresh fruits and vegetables	7	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	40	27	131 059	(D)	(D)	12 368	(D)	(D)	647	(D)
515		Farm-product raw materials	13	13	27 628	17 193	60.7	931	726	27.9	46	67
5152	5159 pt.	Cotton	–	–	–	–	–	–	–	–	–	–
5153	5153	Grain and field beans	7	4	18 928	(D)	(D)	585	(D)	(D)	27	(D)
5154	5154	Livestock	6	6	8 700	14 317	-39.2	346	565	-38.8	19	47
5159	5159 pt.	Farm-product raw materials, n.e.c.	–	3	–	(D)	(D)	–	(D)	(D)	–	(D)
516		Chemicals and allied products	12	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products	12	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes	–	–	–	–	–	–	–	–	–	–
	5169	Chemicals and allied products, n.e.c.	12	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	22	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	5171	Petroleum bulk stations and terminals	18	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages	16	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	5181	Beer and ale	13	14	90 907	68 835	32.1	10 763	7 218	49.1	429	449
5182	5182	Wine and distilled alcoholic beverages	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	92	76	164 524	(D)	(D)	12 940	(D)	(D)	831	(D)
5191	5191	Farm supplies	39	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	5194	Tobacco and tobacco products	7	8	66 178	36 153	83.0	3 200	1 649	94.1	253	122
5198	5198	Paints, varnishes and supplies	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	45	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	7	(NA)	3 305	(NA)	(NA)	678	(NA)	(NA)	43	(NA)
	5192	Books, periodicals, and newspapers	15	10	20 681	(D)	(D)	2 540	(D)	(D)	159	(D)
	5193	Flowers, nursery stock, and florists' supplies	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	20	(NA)	10 413	(NA)	(NA)	1 555	(NA)	(NA)	97	(NA)
		Manufacturers' sales branches and sales offices	**39**	**55**	**164 333**	**212 329**	**-22.6**	**11 712**	**8 211**	**42.6**	**517**	**470**
50		**Durable goods**	**9**	**15**	**32 153**	**41 792**	**-23.1**	**3 166**	**2 524**	**25.4**	**89**	**105**
501	501 pt.	Motor vehicles and automotive parts and supplies	–	–	–	–	–	–	–	–	–	–
502	502	Furniture and homefurnishings	–	–	–	–	–	–	–	–	–	–
503	503	Lumber and other construction materials	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	–	–	–	–	–	–	–	–	–	–
	509 pt.	Miscellaneous durable goods	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	505	Metals and minerals, except petroleum	–	–	–	–	–	–	–	–	–	–
506		Electrical goods	1	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	–	(NA)	–	(NA)	(NA)	–	(NA)	(NA)	–	(NA)
	508 pt.	Machinery, equipment, and supplies	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	–	–	–	–	–	–	–	–	–	–
508		Machinery, equipment, and supplies	6	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	5	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	–	–	–	–	–	–	–	–	–	–
51		**Nondurable goods**	**30**	**40**	**132 180**	**170 537**	**-22.5**	**8 546**	**5 687**	**50.3**	**428**	**365**
511	511	Paper and paper products	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries	–	–	–	–	–	–	–	–	–	–
513	513	Apparel, piece goods, and notions	–	–	–	–	–	–	–	–	–	–
514	514	Groceries and related products	11	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	515	Farm-product raw materials	–	–	–	–	–	–	–	–	–	–

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Manufacturers' sales branches and sales offices—Con.										
51		**Nondurable goods**—Con.										
516	516	Chemicals and allied products	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
517	517	Petroleum and petroleum products	1	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	12	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	12	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Agents, brokers, and commission merchants	**47**	**30**	**62 549**	**61 050**	**2.5**	**2 635**	**1 155**	**128.1**	**159**	**78**
50		**Durable goods**	**28**	**19**	**23 779**	**10 750**	**121.2**	**1 183**	**606**	**95.2**	**69**	**40**
501	501 pt.	Motor vehicles and automotive parts and supplies	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
502	502	Furniture and homefurnishings	3	3	(D)	760	(D)	(D)	142	(D)	(D)	15
503	503	Lumber and other construction materials	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	505	Metals and minerals, except petroleum	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
506		Electrical goods	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	508 pt.	Machinery, equipment, and supplies	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
508		Machinery, equipment, and supplies	9	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	7	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	5	1	4 605	(D)	(D)	143	(D)	(D)	12	(D)
51		**Nondurable goods**	**19**	**11**	**38 770**	**50 300**	**-22.9**	**1 452**	**549**	**164.5**	**100**	**36**
511	511	Paper and paper products	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-	-	-
513	513	Apparel, piece goods, and notions	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	514	Groceries and related products	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	515	Farm-product raw materials	5	3	17 100	7 149	139.2	568	56	967.9	47	16
516	516	Chemicals and allied products	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
518	518	Beer, wine, and distilled alcoholic beverages	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	5	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	5	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
		Wholesale trade	**978**	**2 830 784**	**204 665**	**49 070**	**10 243**	**452 371**	**277 402**	**320 393**
5013		Automotive parts and supplies	92	62 248	9 955	2 385	589	19 361	13 867	14 425
	5013	Motor vehicle parts and supplies	87	60 606	9 618	2 302	564	18 633	13 472	14 053
	5015 pt.	Motor vehicle parts, used	5	1 642	337	83	25	728	395	372
5039		Construction materials, n.e.c.	31	59 788	7 308	1 630	266	15 035	6 281	6 476
	5032	Brick, stone, and related construction materials	13	7 256	865	172	27	1 975	1 397	1 135
	5033	Roofing, siding, and insulation materials	5	32 316	3 664	820	111	7 830	2 615	2 865
	5039	Construction materials, n.e.c.	13	20 216	2 779	638	128	5 230	2 269	2 476
5041	5091	Sporting and recreational goods and supplies	33	175 867	10 672	2 608	379	38 112	22 676	25 649
5042	5092	Toys and hobby goods and supplies	4	480	48	8	7	102	58	66
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment	31	69 292	6 726	1 706	274	12 631	9 639	10 839
	5065 pt.	Electrical parts and equipment, n.e.c.	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment	54	73 677	11 550	2 697	514	21 402	7 513	9 048
	5044	Office equipment	21	14 774	3 683	877	181	6 188	1 758	2 142
	5045	Computers and computer peripheral equipment and software	28	57 816	7 565	1 751	317	14 575	5 661	6 787
	5046	Commercial equipment, n.e.c.	5	1 087	302	69	16	659	94	119
5084	5084 pt.	Industrial machinery and equipment	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies	18	13 351	1 932	479	113	3 613	738	780
	5047	Medical, dental, and hospital equipment and supplies	9	6 570	765	206	43	1 443	442	496
	5048	Ophthalmic goods	4	2 658	651	155	42	1 142	166	176
	5049	Professional equipment and supplies, n.e.c.	5	4 123	516	118	28	1 028	130	108
5099	5099 pt.	Durable goods, n.e.c.	23	12 404	1 029	215	68	2 168	1 067	1 408
5133	5131 pt.	Piece goods	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
5161		Chemicals and allied products	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c.	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	50	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	7	3 305	678	145	43	943	339	282
	5192	Books, periodicals, and newspapers	15	20 681	2 540	629	159	5 158	1 462	1 700
	5193	Flowers, nursery stock, and florists' supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	24	13 975	1 702	362	99	3 447	1 323	1 456
		Merchant Wholesalers	**892**	**2 803 902**	**190 318**	**45 750**	**9 557**	**420 948**	**266 264**	**305 386**
5013		Automotive parts and supplies	92	62 248	9 955	2 385	589	19 361	13 867	14 425
	5013	Motor vehicle parts and supplies	87	60 606	9 618	2 302	564	18 633	13 472	14 053
	5015 pt.	Motor vehicle parts, used	5	1 642	337	83	25	728	395	372
5039		Construction materials, n.e.c.	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5032	Brick, stone, and related construction materials	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials	5	32 316	3 664	820	111	7 830	2 615	2 865
	5039	Construction materials, n.e.c.	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment	31	69 292	6 726	1 706	274	12 631	9 639	10 839
	5065 pt.	Electrical parts and equipment, n.e.c.	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment	47	45 654	8 858	2 052	450	16 877	5 611	6 886
	5044	Office equipment	21	14 774	3 683	877	181	6 188	1 758	2 142
	5045	Computers and computer peripheral equipment and software	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5046	Commercial equipment, n.e.c.	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies	18	13 351	1 932	479	113	3 613	738	780
	5047	Medical, dental, and hospital equipment and supplies	9	6 570	765	206	43	1 443	442	496
	5048	Ophthalmic goods	4	2 658	651	155	42	1 142	166	176
	5049	Professional equipment and supplies, n.e.c.	5	4 123	516	118	28	1 028	130	108
5099	5099 pt.	Durable goods, n.e.c.	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
5161		Chemicals and allied products	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c.	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Operating expenses ($1,000)	End-of-1986 inventories ($1,000)	End-of-1987 inventories ($1,000)
		Merchant Wholesalers—Con.								
5199		Nondurable goods, n.e.c.	45	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt	Durable goods, n.e.c.	7	3 305	678	145	43	943	339	282
	5192	Books, periodicals, and newspapers	15	20 681	2 540	629	159	5 158	1 462	1 700
	5193	Flowers, nursery stock, and florists' supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	20	10 413	1 555	351	97	3 149	1 323	1 456
		Manufacturers' sales branches and offices	**39**	**164 333**	**11 712**	**2 740**	**517**	**25 907**	**9 463**	**12 735**
501	501 pt.	Motor vehicles and automotive parts and supplies	–	–	–	–	–	–	–	–
504		Sporting, recreational, photographic and hobby goods, toys and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	–	–	–	–	–	–	–	–
	509 pt.	Miscellaneous durable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	–	–	–	–	–	–	–	–
	508 pt.	Machinery, equipment, and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	–	–	–	–	–	–	–	–
519		Miscellaneous nondurable goods	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	–	–	–	–	–	–	–	–
	519	Miscellaneous nondurable goods	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Agents, brokers, and commission merchants	**47**	**62 549**	**2 635**	**580**	**169**	**5 518**	**1 675**	**2 272**
501	501 pt.	Motor vehicles and automotive parts and supplies	–	–	–	–	–	–	–	–
504		Sporting, recreational, photographic and hobby goods, toys and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	–	–	–	–	–	–	–	–
	509 pt.	Miscellaneous durable goods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	–	–	–	–	–	–	–	–
	508 pt.	Machinery, equipment, and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	5	4 605	143	40	12	333	–	163
519		Miscellaneous nondurable goods	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	–	–	–	–	–	–	–	–
	519	Miscellaneous nondurable goods	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	All operating types				Merchant wholesalers				Other operating types	
	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales ($1,000)
Vermont	**986**	**2 833 003**	**205 953**	**10 270**	**900**	**2 606 121**	190 706	9 584	86	226 882
Addison County	52	67 081	5 235	303	44	43 732	3 773	225	8	23 349
Bennington County	49	43 144	4 796	313	44	39 838	4 464	291	5	3 306
Bennington town	25	(D)	(D)	(D)	22	25 473	2 958	168	3	(D)
Balance of county	24	(D)	(D)	(D)	22	14 365	1 506	123	2	(D)
Caledonia County	51	(D)	(D)	(D)	47	98 734	7 965	456	4	(D)
Chittenden County	267	(D)	(D)	(D)	236	(D)	(D)	(D)	31	122 989
Burlington	72	295 728	23 820	1 174	65	238 954	22 035	1 100	7	56 774
Colchester town	17	(D)	(D)	(D)	15	52 944	5 365	256	2	(D)
Essex Junction	24	67 035	3 543	152	22	(D)	(D)	(D)	2	(D)
South Burlington	56	226 611	17 461	707	46	182 232	14 090	610	10	44 379
Winooski	18	46 588	3 526	127	16	(D)	(D)	(D)	2	(D)
Balance of county	80	204 904	15 737	649	72	197 158	15 334	631	8	7 746
Essex County	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
Franklin County	69	233 913	11 575	654	61	216 687	10 748	595	8	17 226
St. Albans	33	174 990	7 939	405	30	(D)	(D)	(D)	3	(D)
Swanton	11	25 453	1 780	111	10	(D)	(D)	(D)	1	(D)
Balance of county	25	33 470	1 856	138	21	22 631	1 539	116	4	10 839
Grand Isle County	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Lamoille County	32	19 079	1 943	121	31	(D)	(D)	(D)	1	(D)
Orange County	37	51 019	5 338	284	34	(D)	(D)	(D)	3	(D)
Orleans County	40	63 598	4 099	228	37	(D)	(D)	(D)	3	(D)
Newport	17	26 549	2 353	112	16	(D)	(D)	(D)	1	(D)
Balance of county	23	37 049	1 746	116	21	(D)	(D)	(D)	2	(D)
Rutland County	125	251 943	24 858	1 357	119	234 965	23 413	1 288	6	16 978
Rutland	80	170 668	17 497	949	76	(D)	(D)	(D)	4	(D)
Balance of county	45	81 275	7 361	408	43	(D)	(D)	(D)	2	(D)
Washington County	110	197 752	19 043	971	102	185 551	17 942	900	8	12 201
Barre	51	84 926	8 122	442	48	(D)	(D)	(D)	3	(D)
Montpelier	17	34 258	3 015	130	16	(D)	(D)	(D)	1	(D)
Balance of county	42	78 566	7 906	399	38	(D)	(D)	(D)	4	(D)
Windham County	59	636 188	30 957	1 533	57	(D)	(D)	(D)	2	(D)
Bellows Falls	4	2 478	484	26	4	2 478	484	26	-	-
Brattleboro town	35	624 648	29 502	1 410	34	(D)	(D)	(D)	1	(D)
Balance of county	20	9 062	971	97	19	(D)	(D)	(D)	1	(D)
Windsor County	90	262 075	18 174	907	85	257 010	17 889	895	5	5 065
Springfield town	17	11 705	1 091	67	16	(D)	(D)	(D)	1	(D)
Balance of county	73	250 370	17 083	840	69	(D)	(D)	(D)	4	(D)

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[Not applicable]

Table 7. **Summary Statistics for Counties With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers: Establishments (number)	Merchant wholesalers: Sales ($1,000)	Merchant wholesalers: Annual payroll ($1,000)	Merchant wholesalers: Paid employees for pay period including March 12 (number)	Other operating types: Establishments (number)	Other operating types: Sales ($1,000)
	CHITTENDEN COUNTY										
	Wholesale trade	**267**	**(D)**	**(D)**	**(D)**	**236**	**(D)**	**(D)**	**(D)**	**31**	**122 989**
50	**Durable goods**	**184**	**(D)**	**(D)**	**(D)**	**173**	**486 369**	**41 468**	**1 738**	**11**	**(D)**
501	Motor vehicles and motor vehicle parts and supplies	26	(D)	(D)	(D)	26	(D)	(D)	(D)	–	–
502	Furniture and homefurnishings	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials	13	(D)	(D)	(D)	13	(D)	(D)	(D)	–	–
504	Professional and commercial equipment and supplies	35	(D)	(D)	(D)	30	(D)	(D)	(D)	5	(D)
505	Metals and minerals, except petroleum	2	(D)	(D)	(D)	2	(D)	(D)	(D)	–	–
506	Electrical goods	21	52 482	5 829	232	21	52 482	5 829	232	–	–
507	Hardware, and plumbing and heating equipment and supplies	22	(D)	(D)	(D)	22	(D)	(D)	(D)	–	–
508	Machinery, equipment, and supplies	33	(D)	(D)	(D)	30	(D)	(D)	(D)	3	(D)
509	Miscellaneous durable goods	24	140 231	8 101	252	22	(D)	(D)	(D)	2	(D)
51	**Nondurable goods**	**83**	**401 417**	**26 177**	**1 299**	**63**	**(D)**	**(D)**	**(D)**	**20**	**(D)**
511	Paper and paper products	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	–	–
513	Apparel, piece goods, and notions	7	12 557	662	41	6	(D)	(D)	(D)	1	(D)
514	Groceries and related products	25	(D)	(D)	(D)	20	(D)	(D)	(D)	5	40 025
515	Farm-product raw materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	–	–
516	Chemicals and allied products	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	7	86 536	1 662	64	6	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods	23	(D)	(D)	(D)	17	18 717	1 536	101	6	5 263

Table 8. **Summary Statistics for Metropolitan Statistical Areas: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers: Establishments (number)	Merchant wholesalers: Sales ($1,000)	Merchant wholesalers: Annual payroll ($1,000)	Merchant wholesalers: Paid employees for pay period including March 12 (number)	Other operating types: Establishments (number)	Other operating types: Sales ($1,000)
	BURLINGTON, VT MSA										
	Wholesale trade	**265**	**902 741**	**70 096**	**3 096**	**234**	**780 232**	**62 810**	**2 829**	**31**	**122 509**
50	**Durable goods**	**182**	**501 691**	**44 650**	**1 825**	**170**	**466 593**	**41 516**	**1 739**	**12**	**35 098**
501	Motor vehicles and motor vehicle parts and supplies	27	51 950	5 045	243	27	51 950	5 045	243	–	–
502	Furniture and homefurnishings	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials	12	81 133	3 669	137	12	81 133	3 669	137	–	–
504	Professional and commercial equipment and supplies	34	63 576	9 567	405	29	(D)	(D)	(D)	5	(D)
505	Metals and minerals, except petroleum	2	(D)	(D)	(D)	2	(D)	(D)	(D)	–	–
506	Electrical goods	21	52 482	5 829	232	21	52 482	5 829	232	–	–
507	Hardware, and plumbing and heating equipment and supplies	21	40 691	4 769	200	21	40 691	4 769	200	–	–
508	Machinery, equipment, and supplies	34	55 076	5 484	267	30	(D)	(D)	(D)	4	(D)
509	Miscellaneous durable goods	23	140 097	8 075	250	21	(D)	(D)	(D)	2	(D)
51	**Nondurable goods**	**83**	**401 050**	**25 446**	**1 271**	**64**	**313 639**	**21 294**	**1 090**	**19**	**87 411**
511	Paper and paper products	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	–	–
513	Apparel, piece goods, and notions	7	12 557	662	41	6	(D)	(D)	(D)	1	(D)
514	Groceries and related products	24	163 917	12 041	602	19	123 892	8 796	457	5	40 025
515	Farm-product raw materials	2	(D)	(D)	(D)	2	(D)	(D)	(D)	–	–
516	Chemicals and allied products	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	7	86 536	1 662	64	6	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	7	39 887	4 479	182	5	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods	22	23 384	1 815	111	17	18 717	1 536	101	5	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers: Establishments (number)	Merchant wholesalers: Sales ($1,000)	Merchant wholesalers: Annual payroll ($1,000)	Merchant wholesalers: Paid employees for pay period including March 12 (number)	Other operating types: Establishments (number)	Other operating types: Sales ($1,000)
	Wholesale trade	**721**	**1 930 262**	**134 957**	**7 174**	**666**	**1 825 889**	**127 896**	**6 755**	**55**	**104 373**
50	**Durable goods**	**450**	**854 535**	**64 801**	**3 427**	**425**	**833 701**	**63 585**	**3 355**	**25**	**20 834**
501	Motor vehicles and motor vehicle parts and supplies	98	156 440	15 111	897	98	156 440	15 111	897	-	-
5012	Automobiles and other motor vehicles	10	82 626	4 176	280	10	82 626	4 176	280	-	-
5013	Motor vehicle supplies and new parts	70	48 815	7 718	453	70	48 815	7 718	453	-	-
5014	Tires and tubes	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
5015	Motor vehicle parts, used	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
502	Furniture and homefurnishings	14	(D)	(D)	(D)	12	(D)	(D)	(D)	2	(D)
5021	Furniture	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5023	Homefurnishings	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
503	Lumber and other construction materials	52	103 892	10 022	429	45	96 804	9 541	400	7	7 088
5031	Lumber, plywood, millwork, and wood panels	26	(D)	(D)	(D)	23	(D)	(D)	(D)	3	(D)
5032	Brick, stone, and related construction materials	12	(D)	(D)	(D)	10	(D)	(D)	(D)	2	(D)
5033	Roofing, siding, and insulation materials	5	32 316	3 664	111	5	32 316	3 664	111	-	-
5039	Construction materials, n.e.c.	9	(D)	(D)	(D)	7	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies	42	24 502	4 041	230	40	(D)	(D)	(D)	2	(D)
5043	Photographic equipment and supplies	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5044	Office equipment	12	8 948	1 808	104	12	8 948	1 808	104	-	-
5045	Computers and computer peripheral equipment and software	17	6 350	1 024	56	15	(D)	(D)	(D)	2	(D)
5046	Commercial equipment, n.e.c.	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5047	Medical, dental, and hospital equipment and supplies	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5048	Ophthalmic goods	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c.	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5051	Metals service centers and offices	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5052	Coal and other minerals and ores	-	-	-	-	-	-	-	-	-	-
506	Electrical goods	30	57 036	5 835	268	30	57 036	5 835	268	-	-
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	20	(D)	(D)	(D)	20	(D)	(D)	(D)	-	-
5064	Electrical appliances, television and radio sets	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment, n.e.c.	7	4 031	1 083	52	7	4 031	1 083	52	-	-
507	Hardware, and plumbing and heating equipment and supplies	32	35 631	4 077	208	32	35 631	4 077	208	-	-
5072	Hardware	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5074	Plumbing and heating equipment and supplies (hydronics)	25	32 204	3 677	181	25	32 204	3 677	181	-	-
5075	Warm air heating and air-conditioning equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5078	Refrigeration equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
508	Machinery, equipment, and supplies	108	166 419	16 881	877	102	(D)	(D)	(D)	6	(D)
5082	Construction and mining (except petroleum) machinery and equipment	13	63 810	4 908	189	13	63 810	4 908	189	-	-
5083	Farm and garden machinery and equipment	47	42 328	4 847	271	44	(D)	(D)	(D)	3	(D)
5084	Industrial machinery and equipment	28	39 169	4 539	291	25	(D)	(D)	(D)	3	(D)
5085	Industrial supplies	14	13 984	1 829	86	14	13 984	1 829	86	-	-
5087	Service establishment equipment and supplies	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5088	Transportation equipment and supplies, except motor vehicles	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods	68	62 118	5 572	349	61	(D)	(D)	(D)	7	(D)
5091	Sporting and recreational goods and supplies	20	39 550	3 142	169	18	(D)	(D)	(D)	2	(D)
5092	Toys and hobby goods and supplies	4	480	48	7	3	(D)	(D)	(D)	1	(D)
5093	Scrap and waste materials	13	(D)	(D)	(D)	12	3 767	648	58	1	(D)
5094	Jewelry, watches, precious stones, and precious metals	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c.	26	14 636	1 553	96	23	(D)	(D)	(D)	3	(D)
51	**Nondurable goods**	**271**	**1 275 727**	**70 156**	**3 747**	**241**	**1 192 188**	**64 310**	**3 400**	**30**	**83 539**
511	Paper and paper products	22	(D)	(D)	(D)	20	(D)	(D)	(D)	2	(D)
5111	Printing and writing paper	-	-	-	-	-	-	-	-	-	-
5112	Stationery and office supplies	17	(D)	(D)	(D)	15	(D)	(D)	(D)	2	(D)
5113	Industrial and personal service paper	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
512	Drugs, drug proprietaries, and druggists' sundries	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	22	53 277	6 622	382	21	(D)	(D)	(D)	1	(D)
5131	Piece goods, notions, and other dry goods	11	18 466	1 938	72	11	18 466	1 938	72	-	-
5136	Men's and boys' clothing and furnishings	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories	5	(D)	(D)	(D)	4	5 833	509	27	1	(D)
5139	Footwear	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
514	Groceries and related products	89	752 680	29 296	1 539	82	732 557	27 120	1 420	7	20 123
5141	Groceries, general line	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5142	Packaged frozen foods	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5143	Dairy products, except dried or canned	11	(D)	(D)	(D)	10	(D)	(D)	(D)	1	(D)
5144	Poultry and poultry products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5145	Confectionery	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales ($1,000)
51	**Nondurable goods**—Con.										
514	Groceries and related products—Con.										
5146	Fish and seafoods	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5147	Meats and meat products	12	13 191	481	37	11	(D)	(D)	(D)	1	(D)
5148	Fresh fruits and vegetables	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5149	Groceries and related products, n.e.c.	39	133 232	12 515	650	34	(D)	(D)	(D)	5	(D)
515	Farm-product raw materials	16	(D)	(D)	(D)	11	(D)	(D)	(D)	5	17 100
5153	Grain and field beans	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5154	Livestock	10	(D)	(D)	(D)	5	(D)	(D)	(D)	5	17 100
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	9	6 705	1 032	53	8	(D)	(D)	(D)	1	(D)
5162	Plastics materials and basic forms and shapes	-	-	-	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c.	9	6 705	1 032	53	8	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products	18	159 911	7 403	378	16	(D)	(D)	(D)	2	(D)
5171	Petroleum bulk stations and terminals	15	(D)	(D)	(D)	14	144 787	6 965	343	1	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	11	73 355	7 705	302	11	73 355	7 705	302	-	-
5181	Beer and ale	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods	80	172 999	13 206	835	68	142 502	10 726	687	12	30 497
5191	Farm supplies	45	85 886	6 581	364	35	(D)	(D)	(D)	10	(D)
5192	Books, periodicals, and newspapers	9	8 909	1 796	110	9	8 909	1 796	110	-	-
5193	Flowers, nursery stock, and florists' supplies	1	(D)	(D)	(D)	-	-	-	-	1	(D)
5194	Tobacco and tobacco products	7	66 178	3 200	253	7	66 178	3 200	253	-	-
5198	Paints, varnishes, and supplies	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5199	Nondurable goods, n.e.c.	17	(D)	(D)	(D)	16	(D)	(D)	(D)	1	(D)

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank[1]	Sales ($1,000)	Cumulative		Geographic area	Rank[1]	Sales ($1,000)	Cumulative	
			Sales ($1,000)	Percent of State total				Sales ($1,000)	Percent of State total
Vermont	(X)	**2 833 003**	**2 833 003**	**100.0**	**Vermont**—Con.				
Brattleboro town	1	624 648	624 648	22.0					
Burlington	2	295 728	920 376	32.5	Montpelier	9	34 258	1 725 454	60.9
South Burlington	3	226 611	1 146 987	40.5	Newport	10	26 549	1 752 003	61.8
St. Albans	4	174 990	1 321 977	46.7	Swanton	11	25 453	1 777 456	62.7
Rutland	5	170 668	1 492 645	52.7	Springfield town	12	11 705	1 789 161	63.2
Barre	6	84 928	1 577 573	55.7	Bellows Falls	13	2 478	1 791 639	63.2
Essex Junction	7	67 035	1 644 608	58.1	Bennington town	(X)	(D)	(X)	(X)
Winooski	8	46 588	1 691 196	59.7	Colchester town	(X)	(D)	(X)	(X)

[1]Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

Table 11. Counties Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank[1]	Sales ($1,000)	Cumulative		Geographic area	Rank[1]	Sales ($1,000)	Cumulative	
			Sales ($1,000)	Percent of State total				Sales ($1,000)	Percent of State total
Vermont	**(X)**	**2 833 003**	**2 833 003**	**100.0**	**Vermont**—Con.				
Windham	1	636 188	636 188	22.5	Orange	8	51 019	1 763 569	62.3
Windsor	2	262 075	898 263	31.7	Bennington	9	43 144	1 806 713	63.8
Rutland	3	251 943	1 150 206	40.6	Lamoille	10	19 079	1 825 792	64.4
Franklin	4	233 913	1 384 119	48.9	Caledonia	(X)	(D)	(X)	(X)
Washington	5	197 752	1 581 871	55.8	Chittenden	(X)	(D)	(X)	(X)
Addison	6	67 081	1 648 952	58.2	Essex	(X)	(D)	(X)	(X)
Orleans	7	63 598	1 712 550	60.4	Grand Isle	(X)	(D)	(X)	(X)

[1]Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

APPENDIX A.
General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

Method of classifying kinds of business—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.[1] There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).[2]

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number

[1]Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

[2]Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

Sales—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

1987 and 1986 inventories—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).

Operating expenses—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

Auxiliary establishments— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

Motor vehicles and motor vehicle parts and supplies (SIC 501)

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

Motor vehicle supplies and new parts (SIC 5013)—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).

b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).

2. Motor vehicle supplies and new parts—jobbers

a. Motor vehicle supplies and new parts—jobbers (without machine shop).

b. Motor vehicle supplies and new parts—jobbers (with machine shop).

3. Petroleum products marketing equipment

Tires and tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

Motor vehicle parts, used (SIC 5015)—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

Furniture and homefurnishings (SIC 502)

Furniture (SIC 5021)—Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.

2. Office and business furniture.

Homefurnishings (SIC 5023)—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.

2. Linens, domestics, draperies and curtains.

3. Floor coverings.

4. Other homefurnishings.

Lumber and other construction materials (SIC 503)

Lumber, plywood, millwork and wood panels (SIC 5031)—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.

2. Lumber—with yard.

3. Plywood, millwork, and wood panels

Brick, Stone, and Related Construction Materials (SIC 5032)—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

Roofing, Siding, and Insulation Materials (SIC 5033)—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

Construction materials, n.e.c. (SIC 5039)—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.

2. Other construction materials.

Professional and Commercial Equipment and Supplies (SIC 504)

Photographic equipment and supplies (SIC 5043)—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

Office equipment (SIC 5044)—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

Computers and computer peripheral equipment and software (SIC 5045)—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

Commercial Equipment, n.e.c. (SIC 5046)— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

Medical, dental, and hospital equipment and supplies (SIC 5047)— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

Ophthalmic Goods (SIC 5048)—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

Professional equipment and supplies, n.e.c. (SIC 5049)—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

Metals and minerals, except petroleum (SIC 505)

Metals service centers and offices (SIC 5051)—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers)or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
   a. Ferrous metals service centers.
   b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

Coal and other minerals and ores (SIC 5052)—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetalic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

Electrical appliances, television and radio sets (SIC 5064)— Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

Electronic parts and equipment, n.e.c. (SIC 5065)—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

Hardware, and plumbing and heating equipment and supplies (SIC 507)

Hardware (SIC 5072)—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

Plumbing and heating equipment and supplies (hydronics) (SIC 5074)—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

Warm air heating and air-conditioning equipme and supplies (SIC 5075)— Establishments primarily engag in the wholesale distribution of warm air heating a air-conditioning equipment and supplies. Construction co tractors primarily engaged in installing warm air heati and air-conditioning equipment are classified in Constru tion, Industry 1711.

Refrigeration equipment and supplies (SI 5078)—Establishments primarily engaged in the wholesa distribution of refrigeration equipment and supplies. Co struction contractors primarily engaged in installation refrigeration equipment from their own stock are classifie in Construction, Industry 1711.

Machinery, equipment, and supplies (SIC 508)

Construction and mining (except petroleum) machi ery and equipment (SIC 5082)— Establishments prima rily engaged in the wholesale distribution of construction mining cranes, excavating machinery and equipment, powe shovels, road construction and maintenance machiner tractor-mounting equipment, and other specialized machi ery and equipment used in the construction, mining, an logging industries. Establishments engaged in marketin oil well machinery and equipment are classified in Industr 5084.

Farm and garden machinery and equipment (SI 5083—Establishments primarily engaged in the wholesal distribution of agricultural machinery and equipment fo use in preparation and maintenance of the soil, the plant ing and harvesting of crops, and other operations an processes pertaining to work on the farm or the lawn garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distrib utors.
3. Lawn and garden machinery and equipment.

Industrial machinery and equipment (SI 5084)—Establishments primarily engaged in the wholesal distribution of industrial machinery and equipment, n elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts
2. General-purpose industrial machinery, equipmen and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equip ment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

Industrial supplies (SIC 5085)—Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

Transportation equipment and supplies, except motor vehicles (SIC 5088)—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.
3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

Miscellaneous durable goods (SIC 509)

Sporting and Recreational Goods and Supplies(SIC 5091)—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

Toys and hobby goods and supplies (SIC 5092)—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

Scrap and waste materials(SIC 5093)—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
   a. Iron and steel scrap processors (using power processing equipment).
   b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

Jewelry, watches, precious stones, and precious metals. (SIC 5094)—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

Durable goods, n.e.c. (SIC 5099)—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.
4. Other durable goods.

Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

Paper and Paper Products (SIC 511)

Printing and writing paper (SIC 5111)—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

Stationery and office supplies (SIC 5112)—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

Industrial and personal service paper (SIC 5113)—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

Drugs, drugs proprietaries and druggists' sundries (SIC 512)

Drugs, drug proprietaries, and druggists' sundries (SIC 5122)—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

Apparel, piece goods, and notions (SIC 513)

Piece goods, notions, and other dry goods (SIC 5131)—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.), and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
   a. Piece goods-jobbers
   b. Piece goods-converters
2. Notions and other dry goods

Men's and boys' clothing and furnishings (SIC 5136)—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

Women's, children's, and infants' clothing and accessories (SIC 5137)—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

Footwear (SIC 5139)—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

Groceries and related products (SIC 514)

Groceries, general line (SIC 5141)—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

Packaged frozen foods (SIC 5142)—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

Dairy products, Except Dried or Canned (SIC 5143)—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

Poultry and poultry products (SIC 5144)— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

Confectionery (SIC 5145)— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

Fish and seafoods (SIC 5146)—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

Meats and meat products (SIC 5147)—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

Fresh fruits and vegetables (SIC 5148)—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

Groceries and related products, n.e.c. (SIC 5149)—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

Farm-product raw materials (SIC 515)

Grain and field beans (SIC 5153)—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

Livestock (SIC 5154)—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

Farm-product raw materials, n.e.c. (SIC 5159)—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

Chemicals and allied products (SIC 516)

Plastics materials and basic forms and shapes (SIC 5162)—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

Chemicals and allied products, n.e.c. (SIC 5169)—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

Petroleum and petroleum products (SIC 517)

Petroleum bulk stations and terminals (SIC 5171)—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
   a. Petroleum bulk stations, except LP
   b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

Beer, wine and distilled alcoholic beverages (SIC 518)

Beer and ale (SIC 5181)—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

Wine and distilled alcoholic beverages (SIC 5182)—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

Miscellaneous nondurable goods (SIC 519)

Farm supplies (SIC 5191)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

Books, periodicals, and newspapers (SIC 5192)—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

Flowers, nursery stock, and florists' supplies (SIC 5193)—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

Tobacco and tobacco products (SIC 5194)—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

Paints, varnishes, and supplies (SIC 5198)—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

Nondurable goods, n.e.c. (SIC 5199)—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

Wholesale distributors and jobbers—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

Agents, brokers, and commission merchants—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Brokers (representing buyers or sellers)—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.

APPENDIX B.
General Questions

U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0639, EXPIRES 06-89

NOTICE — Response to this inquiry **is required by law (title 13, U.S. Code).** By the same law, your report to the Census Bureau is **confidential.** It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process.**

Please complete this form and RETURN TO

BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, IN 47134

DUE DATE: FEBRUARY 15, 1988

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

NOTE* — *Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN):

Employer Identification (EI) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1 ☐ YES
2 ☐ NO — *Enter current EI No.* → *(9 digits)*

Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d.

NOTE: P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicate change.

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC. | STATE | ZIP CODE

b. Is this establishment physically located **inside the legal boundaries** of the city, town, village, etc.?

095 1 ☐ YES 3 ☐ No legal boundaries
2 ☐ NO 4 ☐ Don't know

c. Type of municipality where physically located

096 1 ☐ City, village, or borough 3 ☐ Other or don't know
2 ☐ Town or township

d. Name of county where physically located

Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment? — Number of months — 003

b. Mark (X) the **ONE** box which best describes this establishment at the end of 1987.

001 1 ☐ In operation
2 ☐ Temporarily or **seasonally** inactive
3 ☐ Ceased operation — *Give date* →
4 ☐ Sold or leased to another operator — *Give date at right AND enter name, etc., below*

Figures only — Month | Day | Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY | STATE | ZIP CODE

Item 4 — ORGANIZATIONAL STATUS — Mark (X) the **ONE** box which best describes this establishment during 1987.

003 1 ☐ Individual proprietorship
2 ☐ Partnership
3 ☐ Cooperative association (taxable)
4 ☐ Cooperative association (tax exempt)
5 ☐ Governmental — *Specify*
6 ☐ Corporation (Do not mark if any form of cooperative association.)
8 ☐ Other — *Specify*

Item 5 — INVENTORIES

a. Did you have inventories at the end of 1986 or 1987?

110 1 ☐ YES — *Complete the remainder of the item* 2 ☐ NO — *SKIP to item 6*

b. Are inventories of this establishment subject to the last in, first-out (LIFO) method of valuation?

120 1 ☐ YES — *Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2)* 2 ☐ NO — *Complete only line c*

	End of 1987 Mil.	Thou.	Dol.	End of 1986 Mil.	Thou.	Dol.
a. Total inventories	049			047		
d. LIFO users report the following for line (c):	051			121		
(1) Amount not subject to LIFO costing						
(2) Amount subject to LIFO costing (gross)	052			123		
e. Report the following applicable to line d(2):	053			125		
(1) Amount of the LIFO reserve						
(2) LIFO value of the line d(2) (net)	054			124		

NOTE — *The sum of lines d(1), e(1), and e(2) should equal line c.*

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.
Example: If a figure is **$1,128,628**, report either → ● *PREFERRED* / *Acceptable*

	Millions (000)	Thousands (000)	Dollars (000)
● PREFERRED	1	128	
Acceptable	1	128	628

Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

	Mil.	Thou.	Dol.
a. **Sales** of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others) 100	070		
b. **Did this establishment sell** merchandise for the account of others on a commission or brokerage basis? 1 ☐ YES — *Go to c* 2 ☐ NO — *SKIP to d*			
c. **Gross selling value** of business conducted on a commission or brokerage basis for the account of others (include in item 6a)	101		
d. **Dollar volume** of commissions or brokerage received on transactions reported in item 6c	102		

NOTE — *If this is the only establishment of this firm skip to item 7.*

	Percent
e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?	103 %

	Mil.	Thou.	Dol.
f. Dollar volume of transfers (billings) to other **establishments** within your company (DO NOT include in item 6a)	104		

Item 7 — PAYROLL AND EMPLOYMENT

	Mil.	Thou.	Dol.
a. **Payroll in 1987, before deductions**			
(1) Total **ANNUAL** payroll	030		
(2) **FIRST QUARTER** payroll (Jan. – Mar.)	031		

	Number
b. **Employment in 1987** — Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)	032

Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

	Number
a. Selling	130
b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)	131
c. Central administrative and auxiliary	132
d. Manufacturing	133
e. Other — *Specify*	134
f. **TOTAL** — **Sum of lines a through e should equal item 7b** →	135

Item 9 — OPERATING EXPENSES

	Mil.	Thou.	Dol.
TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.	040		

Item 10 — SALES BY CUSTOMER CLASSES

	Report in whole percents
Report the approximate percentage of your 1987 sales (item 6a) to each of the customer classes listed.	140
a. To farmers (for farm use)	141
b. To builders and contractors	142
c. Export sales	143
d. To retailers and repair shops	144
e. To wholesale establishments	145
f. To household consumers and individual users	146
g. To industrial users (manufacturing and mining)	147
h. To institutional, commercial, and professional users	148
i. To governmental bodies (federal, state, and local)	
j. **TOTAL** — **Sum of lines a through i should add to 100%** →	100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2 →

Item 11 — TYPE OF OPERATION

*Mark (X) the **ONE** box which best describes the basis on which the **MAJOR** portion of your business was conducted in 1987.*

a. Merchant (buying and selling on own account) 080
- (1) Importer ☐ 12
- (2) Exporter ☐ 13
- (3) Merchant ☐ 11

b. Manufacturers' sales branches and offices ☐ 20

c. Agent, broker, commission merchant
- (1) Auction company ☐ 41
- (2) Broker (representing buyers or sellers) ☐ 42
- (3) Commission merchant ☐ 43
- (4) Import agent ☐ 44
- (5) Export agent ☐ 45
- (6) Manufacturers' agent ☐ 46

Item 12 — KIND OF BUSINESS

*Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.* 070

(Categories appropriate to individual form)

Item 13 — COMMODITY LINES

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair **sales** value of merchandise marketed under capital, finance, or full payout **leases** and report the **rental receipts** derived in 1987 from merchandise under operating leases.

HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales:	Mil.	Thou.	Dol.	Percent
• *Report whole percents* →				39
Not acceptable →				38.76

Commodity lines	Census use	Estimated sales during 1987 Mil.	Thou.	Dol.	Percent
(Categories appropriate to individual form)					

NOTE ***Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.***

Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is this company owned or controlled by another company? 097 1 ☐ YES → 2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. *(9 digits)*

b. Does this company own or control any other company or companies? 098 1 ☐ YES → 2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. *(9 digits)*

c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) **at the end** of 1987? → 079 Number

If more than one, provide the **physical location** address and other information indicated below for each establishment. The **headquarters** location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.

	NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
1		Sales 081			
		Annual payroll 082			
	KIND-OF-BUSINESS DESCRIPTION	Census use 088			
	TYPE OF OPERATION (Choose from Item 11)	089			
	NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
2		Sales 081			
		Annual payroll 082			
	KIND-OF-BUSINESS DESCRIPTION	Census use 088			
	TYPE OF OPERATION (Choose from Item 11)	089			

Please attach a separate sheet for any explanations that may be essential in understanding your reported data.

REMARKS — *Please use this space for any explanations that may be essential in understanding your reported data.*

Item 15 — CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report →	FROM: Mo.	Year	TO: Mo.	Year

Name of person to contact regarding this report — *Print or type*

Telephone →	Area code	Number	Extension

Signature of authorized person | Date

APPENDIX C.
Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-
	DURABLE GOODS		
501	Motor vehicles and motor vehicle parts and supplies:		
5012	Automobiles and other motor vehicles	5012	5003
5013	Motor vehicle supplies and new parts	5013	5003
5014	Tires and tubes	5013	5003
5015	Motor vehicle parts, used	5013	5003
502	Furniture and homefurnishings:		
5021	Furniture	5021	5001
5023	Homefurnishings	5021	5001
503	Lumber and other construction materials:		
5031	Lumber, plywood, millwork, and wood panels	5031	5001
5032	Brick, stone, and related construction materials	5031	5001
5033	Roofing, siding, and insulation materials	5031	5001
5039	Construction materials, n.e.c.	5031	5001
504	Professional and commercial equipment and supplies:		
5043	Photographic equipment and supplies	5041	5003
5044	Office equipment	5081	5002
5045	Computers and computer peripheral equipment and software	5081	5002
5046	Commercial equipment, n.e.c.	5081	5002
5047	Medical, dental, and hospital equipment and supplies	5086	5002
5048	Ophthalmic goods	5086	5002
5049	Professional equipment and supplies, n.e.c.	5086	5002
505	Metals and minerals, except petroleum:		
5051	Metals service centers and offices	5051	5003
5052	Coal and other minerals and ores	5052	5003
506	Electrical goods:		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063	5001
5064	Electrical appliances, television and radio sets	5063	5001
5065	Electronic parts and equipment, n.e.c.	5063	5001
507	Hardware, and plumbing and heating equipment and supplies:		
5072	Hardware	5072	5001
5074	Plumbing and heating equipment and supplies (hydronics)	5072	5001
5075	Warm air heating and air-conditioning equipment and supplies	5072	5001
5078	Refrigeration equipment and supplies	5072	5001
508	Machinery, equipment, and supplies:		
5082	Construction and mining (except petroleum) machinery and equipment	5082	5002
5083	Farm and garden machinery and equipment	5083	5002
5084	Industrial machinery and equipment	5084	5002
5085	Industrial supplies	5085	5002
5087	Service establishment equipment and supplies	5087	5002
5088	Transportation equipment and supplies, except motor vehicles	5088	5002
509	Miscellaneous durable goods:		
5091	Sporting and recreational goods and supplies	5041	5003
5092	Toys and hobby goods and supplies	5041	5003
5093	Scrap and waste materials	5093	5003
5094	Jewelry, watches, precious stones, and precious metals	5094	5003
5099	Durable goods, n.e.c.	5099	5003
	NONDURABLE GOODS		
511	Paper and paper products:		
5111	Printing and writing paper	5111	5102
5112	Stationery and office supplies	5111	5102
5113	Industrial and personal service paper	5111	5102
512	Drugs, drug proprietaries, and druggists' sundries:		
5122	Drugs, drug proprietaries, and druggists' sundries	5122	5102
513	Apparel, piece goods, and notions:		
5131	Piece goods, notions, and other dry goods	5133	5102
5136	Men's and boys' clothing and furnishings	5136	5102
5137	Women's, children's and infants' clothing and accessories	5136	5102
5139	Footwear	5136	5102
514	Groceries and related products:		
5141	Groceries, general line	5141	5101
5142	Packaged frozen foods	5142	5101
5143	Dairy products, except dried or canned	5143	5101
5144	Poultry and poultry products	5144	5101
5145	Confectionery	5145	5101
5146	Fish and seafoods	5146	5101
5147	Meats and meat products	5147	5101
5148	Fresh fruits and vegetables	5148	5101
5149	Groceries and related products, n.e.c.	5141	5101
515	Farm-product raw materials:		
5153	Grain and field beans	5152	5103
5154	Livestock	5154	5103
5159	Farm-product raw materials, n.e.c.	5152	5103
516	Chemicals and allied products:		
5162	Plastics materials and basic forms and shapes	5161	5102
5169	Chemicals and allied products, n.e.c.	5161	5102
517	Petroleum and petroleum products:		
5171	Petroleum bulk stations and terminals	5171	[1]NA
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5171	[1]NA
518	Beer, wine, and distilled alcoholic beverages:		
5181	Beer and ale	5181	5103
5182	Wine and distilled alcoholic beverages	5181	5103
519	Miscellaneous nondurable goods:		
5191	Farm supplies	5191	5102
5192	Books, periodicals, and newspapers	5199	5102
5193	Flowers, nursery stock, and florists' supplies	5199	5102
5194	Tobacco and tobacco products	5194	5102
5198	Paints, varnishes, and supplies	5198	5102
5199	Nondurable goods, n.e.c.	5199	5102

[1]Petroleum wholesalers were all sent form CB-5171.

APPENDIX D.
Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

VERMONT

Burlington, VT MSA
- Chittenden County, VT (part)
  - Burlington city, VT
  - Charlotte town, VT
  - Colchester town, VT
  - Essex Junction village, VT
  - Essex town balance, VT
  - Hinesburg town, VT
  - Jericho town, VT
  - Jericho village, VT
  - Milton town, VT
  - Milton village, VT
  - Richmond town, VT
  - Richmond village, VT
  - St. George town, VT
  - Shelburne town, VT
  - South Burlington city, VT
  - Williston town, VT
  - Winooski city, VT
- Franklin County, VT (part)
  - Georgia town, VT
- Grand Isle County, VT (part)
  - Grand Isle town, VT
  - South Hero town, VT

APPENDIX E.
Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales‡ — From administrative records[1]	Percent of sales‡ — Estimated[2]
	Wholesale trade	0	0
50	**Durable goods**	0	0
501	Motor vehicles and motor vehicle parts and supplies	0	0
5012	Automobiles and other motor vehicles	0	0
5013	Motor vehicle supplies and new parts	0	0
5014	Tires and tubes	1	0
5015	Motor vehicle parts, used	0	3
502	Furniture and homefurnishings	1	0
5021	Furniture	1	0
5023	Homefurnishings	1	1
503	Lumber and other construction materials	0	0
5031	Lumber, plywood, millwork, and wood panels	0	1
5032	Brick, stone, and related construction materials	2	2
5033	Roofing, siding, and insulation materials	0	0
5039	Construction materials, n.e.c.	2	0
504	Professional and commercial equipment and supplies	1	0
5043	Photographic equipment and supplies	7	0
5044	Office equipment	1	1
5045	Computers and computer peripheral equipment and software	0	0
5046	Commercial equipment, n.e.c.	5	0
5047	Medical, dental, and hospital equipment and supplies	3	2
5048	Ophthalmic goods	0	0
5049	Professional equipment and supplies, n.e.c.	1	0
505	Metals and minerals, except petroleum	0	0
5051	Metals service centers and offices	0	0
5052	Coal and other minerals and ores	0	0
506	Electrical goods	0	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	0	0
5064	Electrical appliances, television and radio sets	0	0
5065	Electronic parts and equipment, n.e.c.	1	2
507	Hardware, and plumbing and heating equipment and supplies	0	0
5072	Hardware	0	0
5074	Plumbing and heating equipment and supplies (hydronics)	0	0
5075	Warm air heating and air-conditioning equipment and supplies	4	0
5078	Refrigeration equipment and supplies	1	0
508	Machinery, equipment, and supplies	0	0
5082	Construction and mining (except petroleum) machinery and equipment	0	0
5083	Farm and garden machinery and equipment	2	1
5084	Industrial machinery and equipment	1	0
5085	Industrial supplies	0	2
5087	Service establishment equipment and supplies	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)
	Wholesale trade—Con.		
50	**Durable goods**—Con.		
509	Miscellaneous durable goods	0	0
5091	Sporting and recreational goods and supplies	0	0
5092	Toys and hobby goods and supplies	1	0
5093	Scrap and waste materials	2	1
5094	Jewelry, watches, precious stones, and precious metals	1	1
5099	Durable goods, n.e.c.	1	0
51	**Nondurable goods**	0	0
511	Paper and paper products	0	0
5111	Printing and writing paper	(D)	(D)
5112	Stationery and office supplies	0	0
5113	Industrial and personal service paper	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)
513	Apparel, piece goods, and notions	0	0
5131	Piece goods, notions, and other dry goods	1	0
5136	Men's and boys' clothing and furnishings	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	1	0
5139	Footwear	(D)	(D)
514	Groceries and related products	0	0
5141	Groceries, general line	(D)	(D)
5142	Packaged frozen foods	(D)	(D)
5143	Dairy products, except dried or canned	0	0
5144	Poultry and poultry products	(D)	(D)
5145	Confectionery	(D)	(D)
5146	Fish and seafoods	(D)	(D)
5147	Meats and meat products	0	0
5148	Fresh fruits and vegetables	(D)	(D)
5149	Groceries and related products, n.e.c.	0	0
515	Farm-product raw materials	0	0
5153	Grain and field beans	0	0
5154	Livestock	0	0
5159	Farm-product raw materials, n.e.c.	0	0
516	Chemicals and allied products	(D)	(D)
5162	Plastics materials and basic forms and shapes	0	0
5169	Chemicals and allied products, n.e.c.	(D)	(D)
517	Petroleum and petroleum products	0	0
5171	Petroleum bulk stations and terminals	0	0
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	0	1
518	Beer, wine, and distilled alcoholic beverages	0	0
5181	Beer and ale	0	0
5182	Wine and distilled alcoholic beverages	0	0
519	Miscellaneous nondurable goods	1	0
5191	Farm supplies	2	0
5192	Books, periodicals, and newspapers	0	0
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)
5194	Tobacco and tobacco products	1	0
5198	Paints, varnishes, and supplies	(D)	(D)
5199	Nondurable goods, n.e.c.	0	2

‡ Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

[1]Includes sales information obtained from administrative records of other Federal agencies.
[2]Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

APPENDIX F.
Geographic Notes

VERMONT

There are no geographic notes for the State of Vermont.

APPENDIX G.
Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business –			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade	**978**	**840**	**943**	**800**
50		**Durable goods**	**617**	**518**	**595**	**500**
501		Motor vehicles and automotive parts and supplies	117	103	113	100
5012	5012	Automobiles and other motor vehicles	16	16	16	16
5013		Automotive parts and supplies	92	79	88	77
	5013	Motor vehicle supplies and new parts	87	73	84	71
	5015 pt.	Motor vehicle parts, used	5	6	4	6
5014	5014	Tires and tubes	9	8	9	7
502		Furniture and homefurnishings	22	12	19	12
5021	5021	Furniture	15	9	14	9
5023	5023	Homefurnishings	7	3	5	3
503		Lumber and other construction materials	64	54	63	53
5031	5031	Lumber, plywood, millwork, and wood panels	33	29	33	29
5039		Construction materials, n.e.c.	31	25	30	24
	5032	Brick, stone, and related construction materials	13	15	12	15
	5033	Roofing, siding, and insulation materials	5	2	5	2
	5039	Construction materials, n.e.c.	13	8	13	7
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	41	26	40	26
5041	5091	Sporting and recreational goods and supplies	33	21	32	21
5042	5092	Toys and hobby goods and supplies	4	2	4	2
5043	5043	Photographic equipment and supplies	4	3	4	3
505		Metals and minerals, except petroleum	8	4	7	4
5051	5051	Metals service centers and offices	8	4	7	4
5052	5052	Coal and other minerals and ores	-	-	-	-
506		Electrical goods	57	49	55	47
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	38	29	37	28
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	31	-	30	-
	5065 pt.	Electronic parts and equipment, n.e.c.	1	-	1	-
	5084 pt.	Industrial machinery and equipment	6	-	6	-
5064	5064	Electrical appliances, television and radio sets	7	6	7	6
5065	5065 pt.	Electronic parts and equipment, n.e.c.	12	14	11	13
507		Hardware, and plumbing and heating equipment and supplies	53	53	48	51
5072	5072	Hardware	9	7	7	7
5074	5074	Plumbing and heating equipment and supplies (hydronics)	32	39	31	37
5075	5075	Warm air heating and air-conditioning equipment and supplies	9	5	7	5
5078	5078	Refrigeration equipment and supplies	3	2	3	2
508		Machinery, equipment, and supplies	208	185	204	178
5081		Commercial machines and equipment	54	38	54	36
	5044	Office equipment	21	-	21	-
	5045	Computers and computer peripheral equipment and software	28	-	28	-
	5046	Commercial equipment, n.e.c.	5	6	5	5
5082	5082	Construction and mining (except petroleum) machinery and equipment	17	20	17	19
5083	5083	Farm and garden machinery and equipment	53	55	52	55
5084	5084 pt.	Industrial machinery and equipment	34	23	34	22
5085	5085	Industrial supplies	19	21	17	21
5086		Professional equipment and supplies	18	20	18	19
	5047	Medical, dental, and hospital equipment and supplies	9	11	9	10
	5048	Ophthalmic goods	4	5	4	5
	5049	Professional equipment and supplies, n.e.c.	5	4	5	4
5087	5087	Service establishment equipment and supplies	8	6	8	5
5088	5088	Transportation equipment and supplies, except motor vehicles	5	2	4	2
509		Miscellaneous durable goods	47	32	46	29
5093	5093	Scrap and waste materials	17	12	16	11
5094	5094	Jewelry, watches, precious stones, and precious metals	7	3	7	2
5099	5099 pt.	Durable goods, n.e.c.	23	17	23	16
51		**Nondurable goods**	**361**	**322**	**348**	**300**
511		Paper and paper products	28	22	28	20
5111	5111	Printing and writing paper	1	3	1	3
5112	5112	Stationery and office supplies	22	16	22	14
5113	5113	Industrial and personal service paper	5	3	5	3

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business–			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		**Nondurable goods**–Con.				
512		Drugs, drug proprietaries, and druggists' sundries	6	6	5	5
5122	5122	Drugs, drug proprietaries, and druggists' sundries	6	6	5	5
513		Apparel, piece goods, and notions	29	19	28	18
5133	5131 pt.	Piece goods	7	2	7	1
5134	5131 pt.	Notions and other dry goods	4	4	4	4
5136	5136	Men's and boys' clothing and furnishings	6	5	6	5
5137	5137	Women's, children's, and infants' clothing and accessories	8	6	8	6
5139	5139	Footware	4	2	3	2
514		Groceries and related products	113	91	106	86
5141	5141	Groceries, general line	12	10	11	10
5142	5142	Packaged frozen foods	3	5	3	5
5143	5143	Dairy products, except dried or canned	15	16	15	16
5144	5144	Poultry and poultry products	2	–	2	–
5145	5145	Confectionery	8	6	8	5
5146	5146	Fish and seafoods	3	2	3	2
5147	5147	Meats and meat products	16	15	15	15
5148	5148	Fresh fruits and vegetables	7	8	6	6
5149	5149	Groceries and related products, n.e.c.	47	29	45	27
515		Farm-product raw materials	18	16	17	15
5152	5159 pt.	Cotton	–	–	–	–
5153	5153	Grain and field beans	7	4	7	3
5154	5154	Livestock	11	9	10	9
5159	5159 pt.	Farm-product raw materials, n.e.c.	–	3	–	3
516		Chemicals and allied products	15	11	15	11
5161		Chemcals and allied products	15	11	15	11
	5162	Plastics materials and basic forms and shapes	–	–	–	–
	5169	Chemicals and allied products, n.e.c.	15	11	15	11
517		Petroleum and petroleum products	25	43	24	40
5171	5171	Petroleum bulk stations and terminals	20	36	20	34
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5	7	4	6
518		Beer, wine, and distilled alcoholic beverages	18	19	16	17
5181	5181	Beer and ale	13	14	11	12
5182	5182	Wine and distilled alcoholic beverages	5	5	5	5
519		Miscellaneous nondurable goods	109	95	107	88
5191	5191	Farm supplies	50	56	49	51
5194	5194	Tobacco and tobacco products	7	8	7	8
5198	5198	Paints, varnishes and supplies	2	2	2	2
5199		Nondurable goods, n.e.c.	50	29	49	27
	5099 pt.	Durable goods, n.e.c.	7	–	7	–
	5192	Books, periodicals, and newspapers	15	10	14	9
	5193	Flowers, nursery stock, and florists' supplies	4	1	4	1
	5199	Nondurable goods, n.e.c.	24	–	24	–

APPENDIX H.
Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings[1]	5023	Home furnishings[1]
5032 5033 5039	Brick, stone, and related construction materials Roofing, siding, and insulation materials Construction materials, n.e.c.	5039	Construction materials, n.e.c.
5044 5045 5046	Office equipment Computers and computer peripheral equipment and software Commercial equipment, n.e.c.	5081	Commercial machines and equipment
5047 5048 5049	Medical, dental, and hospital equipment and supplies Ophthalmic goods Professional equipment and supplies, n.e.c.	5086	Professional equipment and supplies
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials[2]
5065	Electronic parts and equipment, n.e.c.	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials[3]
5082	Construction and mining (except petroleum) machinery and equipment[1]	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials[4]
5091	Sporting and recreational goods and supplies[1]	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies[1]	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals[1]	5094	Jewelry, watches, diamonds, and other precious stones[1]
5099	Durable goods, n.e.c.	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c.[5]
5112	Stationery and office supplies[1]	5112	Stationery supplies[1]
5131	Piece goods, notions, and other dry goods	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods[1]	5142	Frozen foods[1]
5143	Dairy products, except dried or canned[1]	5143	Dairy products[1]
5153	Grain and field beans[1]	5153	Grain[1]
5159	Farm-product raw materials, n.e.c.	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162 5169	Plastics materials and basic forms and shapes Chemicals and allied products, n.e.c.	5161	Chemicals and allied products
5192 5193 5199	Books, periodicals, and newspapers Flowers, nursery stock, and florists' supplies Nondurable goods, n.e.c.	5199	Nondurable goods, n.e.c.[6]

[1]No change in content.
[2]Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.
[3]Electrical communications equipment part only, now in SIC 5065.
[4]Electrical measuring and testing equipment part only, now in SIC 5084.
[5]General merchandise, durable part only, now in SIC 5099.
[6]All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199; for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.

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PUBLICATION PROGRAM

1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

Final Reports

Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.